





# Minister launches 'ships of shame' blacklist

By NICHOLAS WOOD  
CHIEF POLITICAL  
CORRESPONDENT

BRIAN Mawhinney will tomorrow name the "ships of shame" whose unseaworthy condition poses a pollution threat to Britain's coastline.

In one of his first acts as Transport Secretary, Dr Mawhinney will break new ground by exposing the foreign vessels detained in British ports because they are not fit to sail.

Dr Mawhinney is expected

to detail at least ten ships that have failed routine inspections in British ports and been forbidden to continue their voyages until serious faults have been rectified. The blacklist will name the ships, their defects, their flags, their owners and those who operate or certify them.

The minister's aim is to put pressure on shipowners and countries of origin to ensure that vessels do not set out in a dangerous condition. Ministers are particularly worried about oil, chemical and gas

carriers and those with a record of safety infringements. A Transport Department official said: "The list will undoubtedly shame operators of unsafe ships."

The publication of a monthly register of hazardous ships will implement one of the recommendations of the Donaldson report on shipping pollution commissioned after the *Braer* tanker ran aground in the Shetlands, spilling 84,700 tons of crude oil.

Foreshadowing the decision to name the guilty ships, John

MacGregor, Dr Mawhinney's predecessor, told MPs in May that "public exposure will mean that unsafe operators and ineffective flag states will not be able to hide their identities".

In his report *Safer Ships, Cleaner Seas*, Lord Donaldson of Lymington was scathing about the condition of many foreign vessels visiting British ports, painting a picture of miles of beaches menaced by dozens of rusty hulks carrying potentially hazardous cargoes but lacking

vital safety equipment. One ship, the *President Pik* registered in the Russian Federation, was a "serious fire hazard", had toilet doors "black with corrosion" and was infested with cockroaches. Another, the *Stella*, a dry cargo carrier registered in St Vincent & Grenadines, had been detained three times before. In 1993, it had a punctured hull, widespread rust, loose hatches and poor fire safety equipment.

Lord Donaldson's report revealed that of the 2,000 inspec-

tions of foreign ships carried out in 1992, 1,200 were at fault. Of these, 120 were so dangerous that they were barred from proceeding until repairs were carried out.

Lord Donaldson said: "In other sectors of the transport industry such a situation would not be tolerated. One can imagine, for example, the public outcry if it was revealed that 6 per cent of foreign aircraft landing at UK airports were so unsafe that they were not allowed to take off until they had been repaired."

## Travellers face seven days of rail misery

By PHILIP BASSETT, INDUSTRIAL EDITOR

RAIL services will be disrupted on seven successive days from Thursday of next week after attempts to end the signalworkers' dispute collapsed among bitter recriminations yesterday.

Both sides accused the other of intransigence. The Rail, Maritime and Transport union said Railtrack's offer to negotiate was "nothing more than a public relations exercise". In turn, Railtrack said the union's position was a sham and it had "rejected every attempt to find a solution".

Meanwhile, British Rail is hoping to run a record number of services during today's 24-hour strike — the only glimmer in an otherwise gloomy outlook.

Timetables will be affected again from the night of August 11. The following day, signalworkers will stage a 24-hour stoppage and then a second 48-hour strike starting at midnight on Sunday, August 14, hitting weekend travel for the first time.

The effect will be to disrupt services over a week. BR will begin shutting down services on the Thursday night for Friday's strike, which will affect services on Saturday morning. Services leading up to the 48-hour stoppage from Sunday night will be affected, and will not be fully operational until mid-morning on Wednesday, August 17.

Some RMT leaders believe that continuing strong public sympathy for the signalworkers will be maintained by commuters and other passen-

gers being given the opportunity of a very long weekend away from work.

As for emergency services during the new strikes, BR and Railtrack plans could be dealt a severe blow if RMT signal supervisors vote to join the signalworkers. RMT leaders believe that the supervisors' ballot, to be declared tomorrow, will show a majority in favour of striking, although Railtrack believes the ballot is more finely balanced.

Yesterday, the conciliation service Acas had to admit defeat after almost a week of private attempts to find a solution to the pay and productivity dispute. It said it "regretably" had not been able to find sufficient common ground to allow it to convene talks with the aim of reaching a settlement. The end of Acas's careful attempt means any prospect of a negotiated solution is now many weeks away, with the RMT likely to call further strikes through this month and into next.

During the Acas talks, Railtrack offered to go away with RMT leaders for five days of intensive talks until a deal was reached, but said the RMT refused. In addition, it offered to improve its offer by consolidating part of a 6 per cent pay increase into basic rates, but said the RMT rejected this too, insisting on full consolidation of the whole 6 per cent.

For its part, the RMT put forward a number of proposals, including working level-crossings, but Railtrack insisted on its own package.

### SERVICES PLANNED DURING STRIKE

InterCity Great Western: Paddington to Bristol, Plymouth, Cardiff, Swansea, Cheltenham, Worcester and Exeter St Davids, serving Castle Cary, Westbury and Pewsey, and Newbury.  
InterCity East Coast: King's Cross to Peterborough hourly and between Doncaster and Edinburgh until early evening.  
Thames: Reading to Basingstoke, Paddington to Oxford, London to Worcester and Leicester (Tow), Thameslink: Bedford to St Albans, then last to London.  
Isle of Wight: normal service.  
Chiltern lines: Aylesbury to Worcester and Leicester (Tow), Coaches from Banbury to Leicester North.  
Midland mainline: London to Derby and Nottingham.  
South West: Waterloo services to Guildford via Cobham and via Woking, Yeovil Junction, Basingstoke, Salisbury, Chesham, South, Epsom, Hampton Court and Woking.  
Regional Railways Central: Birmingham New Street to Lichfield City, Worcester Shrub Hill to Great Marston, Birmingham to Coventry, Nottingham to Derby and Newcastle; Loughborough to Leicester; Derby to Matlock.  
London Tilbury & Southend: Shoeburyness to Liverpool Street every 12 minutes peak, half-hourly off-peak.  
Regional Railways North East: Doncaster to Sheffield; York to Leeds; Leeds to Ilkley, Shipley and Doncaster; Bradford Forster Square to Ilkley; Hebden Bridge to Bradford; Also Doncaster to Scarborough; York to Newcastle; local service between Newcastle and Berwick-upon-Tweed; Hull to Bridlington; Coach link to key destinations with Manchester and Manchester airport.  
South Wales & West: Weston-super-Mare to Birmingham New Street; Llandelli to Swansea; Swansea to Bristol; Bristol to Cardiff; Worcester to Worcester; Exeter to Exmouth and Newton Abbot; Plymouth to Gunnislake; St Ives to St Erth.  
Cardiff Valleys: Penarth to Cardiff and Bute Road.  
Solely East: Cannon Street open. Services from Ashford, Sevenoaks and Orpington to Charing Cross; Maidstone West to Paddock Wood; Ashford to Folkestone Central; Hayes to Cannon Street and London Bridge; Ashford to Victoria via Maidstone East; Victoria to Sederham Junction and Orpington; Faversham to Victoria and Blackfriars; Sevenoaks and Cannon to Blackfriars; Orpington to Charing Cross; Tunbridge Wells to Tonbridge; Sheerness to Sittingbourne.  
Merseyrail: Liverpool to Southport, Ormskirk and Kirkby; Regional Railways North West: Oxenholme to Windermere; Manchester Oxford Road to Salford; Salford to Manchester; Marple and Rose Hill, Glossop and Hadfield; Stockport, Manchester, Warrington, Preston and Lancaster; Llandudno to Blaenau Ffestiog.  
Great Eastern: Liverpool Street to Chelmsford, Ipswich and Ipswich; Southend to Liverpool Street; Southminster to Wickford, Glades Park and Shenfield to Liverpool Street.  
West Anglia/Great Northern: Liverpool Street to Stansted Airport; King's Cross to Hertford North, Peterborough and Royston; Liverpool Street to Cambridge.  
Northampton/North London Line: Birmingham International to Northampton and London; Watford Junction to Kilburn High Road and St Albans. Last train out of Euston at 2034.  
West Coast Main Line: Birmingham New Street to Euston; Glasgow to Preston.  
ScotRail: Glasgow to Edinburgh via Falkirk High; Edinburgh to North Berwick, Bathgate, Fife Circle, Greenock West, Ayr, Largs, Ardrossan, Wemyss Bay and Paisley Canal; Inverness to Wick, Thurso and Kyle of Lachalsh.



Adam Winter: feigned unconsciousness

## Widowed pilot tells how wife saved baby

By EMMA WILKINS

THE husband of a British woman murdered by intruders at their home in Kenya told yesterday how she died protecting their 14-month-old daughter.

Caron Winter, 30, was killed after four robbers armed with knives and hammers broke into the home she shared with her husband Adam, 27, a pilot. Their daughter Ruby was unhurt.

Mr Winter, who had just returned from flying relief supplies to Rwandan refugees at camps in Zaire, was also attacked and hit in the face with a machete when he disturbed the gang on Sunday.

He pretended to be unconscious, and later found his wife's body.

"I found my wife lying in the baby's bedroom," Mr Winter said. "She had probably gone in there to try to protect the baby. There was blood and possessions all over the place."

Mr Winter said: "I picked up my baby and she was laughing. My face was covered in blood. She didn't know what had happened and thought it was funny that daddy had a red nose. She did not seem affected by it at all," he said. "I don't think she saw



Caron Winter with her daughter Ruby, who escaped injury in the attack

what happened to my wife. She did not seem upset at all. We haven't begun to explain it to her yet," he added.

The couple, who had discussed the threat of robberies, did not keep any weapons at their home in Karen, a prosperous suburb of Nairobi. Mr Winter did not realise anything was wrong when he first entered the house, where the couple had lived for a year.

Believing that the men were workmen, who had been employed at the house recently, he walked through the front door only to be ordered to lie on the floor.

"I realised we were being robbed and I got on the floor immediately. One of them had a hammer and he boomed me on the head with it. He took out my wallet and took all the money. They cut my

face with a panga. I pretended to pass out and they left."

Mr Winter, who works for Safari Air Services, a commercial charter company, pressed a security button and police arrived as the robbers were walking away. An officer chased the robbers, shooting one of them dead.

The rest of the gang are still being hunted by Kenyan police.

## Tories 'help profiteering landlords'

By ALICE THOMSON, POLITICAL REPORTER

THE Government is squandering billions of pounds of taxpayers' money each year on subsidies to profiteering private landlords, Labour said yesterday.

The Department of Social Security which is supposed to be cutting its housing benefit bill is giving vast amounts to landlords who are capitalising on housing benefit paid to low income families, according to Jack Straw, the shadow Environment Secretary.

Mr Straw said the lifting of controls on private sector rents in 1989 had helped "rig" the

market in favour of these landlords who could set virtually any rent they wished and have it paid by the state through housing benefit.

Public subsidy to private landlords has risen by 280 per cent from £1.04 billion in 1988-89 to £3.83 billion last year and was set to double again by 1999, which cancels out any savings the Government claims to have made by cutting housing investment.

At the launch of Labour's report, *The Public Subsidy of Private Landlords*, Mr Straw said: "Taxpayers have to meet

private rents of up to £431 per week in London, £325 in the north west and £130 in the south west."

More people could have been better housed for the same expenditure by regulating rents and giving councils a more prominent role in tackling homelessness.

Mr Straw said that at a block of maisonettes on the estate in Essex where he grew up, there is a huge disparity between rents charged in the private and public sectors. On the estate in Loughton, a private landlord charges

£112.92 a week while an identical maisonette next door owned by the local council has a rent of only £47.64.

Accusing ministers of being driven by "blind hatred" of public housing, he said: "Labour wants to see a viable private rented sector, in which responsible private landlords are encouraged and 'cowboys' deterred."

He added that unlike councils, who are compelled to repair and maintain their homes, there is no similar guarantee for private landlords.

## CBI backs Heseltine over Portillo letter

By NICHOLAS WOOD  
AND JILL SHERMAN

BIG business yesterday threw its weight behind Michael Heseltine, President of the Board of Trade, in the Cabinet row with Michael Portillo over state subsidies to industry.

Howard Davies, head of the Confederation of British Industry, said it backed the Department of Trade and Industry's £1.6 billion package of support for industry. Mr

Davies singled out the DTI's £57 million-a-year support for exports as a prime area for protection from the Treasury's demand for cuts disclosed in the leaked letter to Mr Heseltine from the former Chief Treasury Secretary.

However, the robustly free-market Institute of Directors rallied to Mr Portillo. An IoD spokesman said Mr Portillo had merely been doing his job.

Yesterday it was disclosed that Mr Portillo, who became

Employment Secretary in the Cabinet reshuffle, is poised to swing the axe over his new department's budget.

Mr Portillo has ordered a fresh search for savings days after replacing David Hunt, who believed that he had virtually completed the fundamental review of the department's spending announced in the Budget last November.

The spotlight is being turned on the £2.5 billion training budget and the £1.25

billion spent on employment services.

Right-wing Tories continued to rally to Mr Portillo's side yesterday, saying that hopes of election-winning tax cuts would evaporate unless the Government was ruthless with spending departments.

They accused the CBI of reverting to corporatism. Labour challenged Jonathan Aitken, Mr Portillo's successor, to say where he stood on regional grants to firms.

## Belfast braced for revenge killings

Security patrols have been stepped up in Belfast after the murder of two leading Loyalists by the IRA. The Roman Catholic community is bracing itself for tit-for-tat shootings after the Ulster Freedom Fighters promised to retaliate for the murder of Raymond Elder, 32, and Joe Bratty, 33, on the Ormeau Road in south Belfast.

The UFF also threatened residents in the nationalist Lower Ormeau Road for allegedly shielding the killers after the attack. Sammy Wilson, a former Democratic Unionist Lord Mayor of Belfast, yesterday accused Catholics living near the area of allowing it to be used as a "launching board for scores of murder bids against Protestants". He said: "It is time the security forces swamped this area and destroyed the terrorists who use it as a base. For too long the victims of sectarian attacks by republicans have been ignored, while the perpetrators have been painted as innocents."

## MacKenzie quits BSkyB

Kelvin MacKenzie, former editor of *The Sun*, last night resigned as managing director of British Sky Broadcasting. He said: "Unfortunately, there was a personality clash." Rupert Murdoch, chairman of News International, which controls 50 per cent of BSkyB, said: "We are all extremely grateful for his enormous contribution to our company."

## Stolen Turner reward

London-based insurers Tyler and Co and Hiscox Syndicates have offered a £160,000 reward for three paintings, two by Turner and one by his German contemporary Caspar David Friedrich, on loan from the Tate and taken in a robbery last week from the Schirn Kunsthalle in Frankfurt. There are still no leads in the case.

## Teachers 'lack maths'

Teachers should be offered extra training in mathematics to raise standards in primary schools, according to a report published yesterday. Thousands of pupils struggle with mathematics because their teachers lack a grasp of key concepts such as algebra and probability, says the study for Croydon council in south London.

## Briton killed in Thailand

A British antiques dealer has been found murdered in his home in northern Thailand, local police said. Alexander Guy Murison, 36, formerly of Knowle, West Midlands, who had lived in the city of Chiang Mai for some time, was found bludgeoned to death. The attack may have taken place at least five days before he was found on Monday.

## Professor halts pamphlet

Professor Colin Blakemore, head of the department of physiology at Oxford University, has won a High Court injunction against Dr Vernon Coleman, a freelance journalist and anti-vivisectionist, who had threatened to publish a pamphlet including his address and telephone number. Mr Blakemore has been the target of death threats.

## Banker changes look

A bank manager who vanished at the same time as £100,000 disappeared from his branch in Bolton, Greater Manchester, has dramatically changed his appearance while in France. A photograph of Ian Lush, 37, right, sent to his wife Susan in Rawtenstall, Lancashire, shows the assistant manager has shaved off his beard, cropped his hair and is wearing new gold-rimmed glasses.



## Calcult

Confirmed from page 1 Home Office provides the assessor with details of a person's criminal record, a résumé of the trial and the events surrounding the case plus the person's prison record and categorisation.

Sir David said: "It was up to me what he got. On all the facts I had at hand, it seemed to me perfectly reasonable to make an interim award of £10,000." He said in all cases he took into account a person's previous convictions, the seriousness of the charge, family circumstances and the loss of potential earnings.

Silcott, 34, from Tottenham, north London was convicted in 1987 of the murder of PC Blakelock, 40, during the Broadwater Farm riots two years earlier. In 1991 his conviction was quashed by the Appeal Court after the discovery of irregularities in police statements.

He is now considering whether to accept a second undisclosed compensation payment before proceeding with a civil action against the Metropolitan Police alleging malicious prosecution.

Sir David said he had insisted that if Silcott wins any damages from the police, he would have to return a part or all of his compensation.

MPs had criticised the payment, but the £10,000 amount has been attacked as "nothing" by Silcott and his family. Mary Silcott, his mother, said: "The payment is just a drop in the bucket for Winston — he needs things; how could that be wrong?"

She added: "The money is nothing for him, with all he has had to bear. No payment in the world could ever give back this family or Winston our self respect."

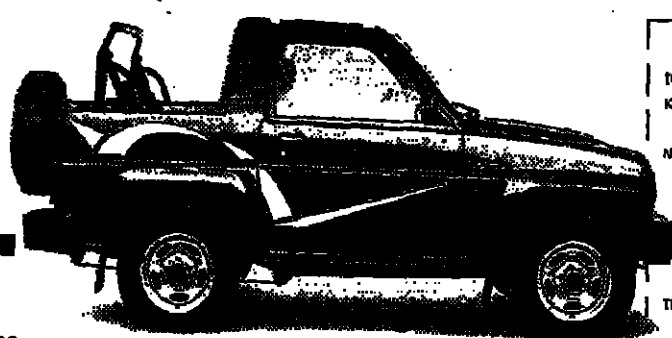
Her son had been acquitted of murdering PC Blakelock but he was still portrayed as the "guilty man", she said. "Why do the police and the newspapers hate him so — he is innocent? People in this country behave like the Ku Klux Klan — I never knew how bad they could be until this happened."

George Silcott, the brother of Winston, asked if he could understand why some felt the payment was excessive while an officer, severely injured in the riot had still to receive a final settlement, said: "Can you understand the anger of a family who has been the victim of lies, can you understand the tears of my parents. No one seems to want to know that. We have suffered just as much as anyone. Winston, too, has been mentally injured by what has happened."

Janet Daley, page 16  
Leading article, page 17

Wind in your hair.  
£300 in your pocket.

The Daihatsu Sportrak isn't just the only Japanese 4x4 to come with a removable hard-top and sunroof. It's also the only one to give you a £300 bonus. You're free to use it towards accessories, insurance or, if you prefer, we'll give you a cheque. But hurry, because this offer closes on August 31st.



Daihatsu Sportrak EXi. Only £11,250 including 3 year unlimited mileage warranty.

For more information on the Sportrak EXi send this coupon to Daihatsu Information Services, FREEPOST 506, Sandwich, Kent CT13 9BB. Or Freephone 0800 521 700.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
POSTCODE \_\_\_\_\_  
TEL \_\_\_\_\_  
CURRENT VEHICLE \_\_\_\_\_  
MODEL \_\_\_\_\_ YEAR \_\_\_\_\_  
THE SPORTRAK EXi

transplant  
donor

Old died  
transplant  
bedroom

SATURDAY IN THE TIMES

Keep young  
and beautiful

MAGAZINE

WEEK



# 'I would like to see Gavin get a heart and lungs so he can play with his brother'

## Transplant boy appeals for donor to save friend

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

A BOY aged 11 appeals through *The Times* today for a donor to keep alive the brother of the boy who saved him. Nathan Goane received the heart of a neighbour, 11-year-old Grant Edwards, in a double transplant operation nine weeks ago.

At the same time Grant, whose lungs were damaged by the inherited disorder cystic fibrosis, received the heart and lungs of a donor from Zurich.

Both boys are doing well but the condition of Grant's brother, Gavin, who also has cystic fibrosis, has since worsened. He too now needs a heart and lung transplant.

In a letter he wrote to *The Times*, Nathan said both he and Grant, who by coincidence live within a few hundred yards of each other in Gravesend, Kent, are "doing brilliantly". He added: "Grant is fine but it is no good being

fit and well if your brother isn't well and getting worse. I would like to see Gavin get a heart and lungs so he can play with his brother."

Gavin was celebrating his thirteenth birthday yesterday in the Children's Trust centre, Surrey, surrounded by his family. The celebrations were punctuated with sessions of fierce physiotherapy to clear his congested lungs and large doses of antibiotics breathed in through a nebuliser to fight chest infections.

Grant, who until two months ago had difficulty walking or climbing the stairs because of growing breathlessness, jumped around his brother's bed, cracking jokes and spilling jigsaw pieces.

His mother Sally, 36, said he had been transformed by his transplant. "He lived indoors for two years. He had to sit in a chair and breathe

oxygen. Now he rides a bike and goes out with his friends. It has made a tremendous difference."

For Gavin, however, seeing his younger brother's dramatic improvement has accentuated his own decline. Mrs Edwards said: "I know Gavin looks at his brother and thinks how lucky he has been. It's very hard for him. He hates his wheelchair. He kicks it."

The family is sustained by the children's gallows humour. When Grant took off on his mini-motorcycle, Gavin quipped: "If he falls off make sure he's brain dead so I can have his heart and lungs."

Their father Gary, 38, calls it hospital humour. "They've got a right to be miserable, but they're not," he said.

The family believes that attitudes to organ donation must change. Mrs Edwards said: "We waited nearly two

years for Grant's transplant. It is very hard when you have gone through it once and seen how successful it can be. You want it again but Gavin hasn't got a lot of time. We must give doctors the right to ask for organs from the relatives of people who die."

This is the letter Nathan wrote to *The Times*:

"Dear Sir, My name is Nathan Goane and on May 23, 1994, I received the donor heart I had been waiting for for five months. I received it from a boy (Grant Edwards) who had cystic fibrosis who lives around the corner to me. He had a heart and lung transplant and I got his heart, which was perfectly good for me. Grant and I are both doing brilliantly, but Grant's brother Gavin is very ill and needs a heart and lungs transplant right now. Grant is fine, but it's no good being fit and well if your brother isn't well and getting worse. I would like to see more publicity so that Gavin Edwards gets a heart and lungs so he can play with his brother. Yours sincerely, Nathan Goane."

□ A baby who was accidentally fed dishwasher powder by a hospital nurse has had a liver transplant. Baby Gemma, whose surname was not disclosed, has suffered from a rare liver disease since birth. She was taken from her home in Crowthorne, Berkshire, to the Birmingham Children's Hospital for the transplant.



Gavin Edwards spending his 13th birthday in hospital with his mother Sally

## Baby snatch 'a cry for help by teenager'

By A STAFF REPORTER

A TEENAGE girl who snatched a two-day-old boy from a hospital maternity ward because she was desperate to be a mother was really crying for help, a court was told yesterday.

The girl, aged 17, who cannot be named for legal reasons, took the baby from London's University College Hospital after learning she would probably never be able to have a child, a youth court in Camden, north London, was told.

The baby was found 30 minutes after being taken as the girl, who was almost willing herself to be caught, was about to feed him in a toilet in the hospital.

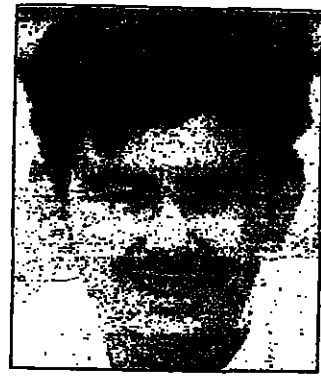
Just before the abduction on June 13 the girl, who admitted committing the offence, went to a chemist shop and bought nappies, a dummy, baby food and a baby-grow.

Claire Ward, for the prosecution, said: "She looked for a baby who had been left unattended."

Janet Irving, for the defence, said her partially blind client, originally from Liverpool, committed the offence only after things came to a head in her unhappy life. She said the girl had been sexually abused by her stepfather.

Miss Irving said following the removal of an ovarian cyst, another had been found and it was now 99 per cent certain she would never be able to conceive.

The case was adjourned for four weeks for reports to be prepared.



Nathan Goane, whose moving letter to *The Times* seeks to save a friend's life

But Grant's brother Gavin is very ill and needs a heart and lungs transplant right now. Grant is fine but it's no good being fit and well if your brother isn't well and getting worse. Nathan Goane

## Girl died of heatstroke in 'roasting' bedroom

By PAUL WILKINSON

A GIRL aged two died from heatstroke after her bedroom heater was left on its maximum setting during a cold winter's night. Evidence given to an inquest yesterday suggested that the dead girl, Jennifer Turley, had probably turned up the heater unknowingly as she played with it the day before.

Tests showed that the temperature reached 110.8F in the double-glazed room on the third floor of her home in Thornaby-on-Tees, Cleveland.

She had been found in the morning by her father Ian when he went to wake her last February. The room in their centrally-heated home was "roasting" and steaming with condensation, the inquest in Middlesbrough was told.

Jennifer was dead on arrival at hospital where doctors recorded her body temperature at 107.6F, nine degrees above normal. Dr Krystos Karczenksi said the cause of death was heatstroke.

The child's mother, Julie, 36, who has three other children, told the inquest that her daughter could have changed the heater setting herself.

Jennifer was put to bed by her father who had switched on the heater because it was cold outside.

Verdict: accidental death.

## Inquiry starts after police car kills boy

By KATE ALDERSON

A BOY aged 2 knocked over by a police car on Monday died of his injuries yesterday. Witnesses are being interviewed by the police and a report will be sent to the Crown Prosecution Service.

The two policemen involved, however, have not been suspended and senior officers said the car was travelling within the 30mph speed limit.

Jason Lal ran into the path of the police car after attending a family party at Whitmore Resens, Wolverhampton, on Monday evening. His mother, Kanta, 25, was holding his hand when he broke free and dashed into the road. Witnesses said the child was thrown into the air by the impact and hit the bonnet of another car.

The boy, from Wednesfield near Wolverhampton, suffered head and leg injuries and was taken to the Royal Hospital in Wolverhampton where he failed to regain consciousness.

He was transferred to the intensive care unit at New Cross Hospital and died early yesterday.

PC Mark Stringer, the driver, and his colleague PC William Perks, were heading for a suspected burglary at a fishing tackle shop when the accident happened. They are both absent from work on sick leave and are said to be "greatly shocked" by the



Jason Lal: slipped free of mother and hit by car

the speed limit. She claimed: "I heard a car screeching round the bend and looked up to see the police car going fast. Somehow Jason let go of my hand and ran into the road between two parked cars."

"When the police car stopped you could smell rubber. The driver got out, stared at Jason and said, 'What have I done?' We yelled for him to ring an ambulance and he called for back-up."

## Love hurts for amorous woman in tree-top fall

By A STAFF REPORTER

A COUPLE were making love in a tree top in Windsor Great Park yesterday when the woman fell from the branches and broke her leg.

Ambulance men discovered her lying naked at the foot of an oak tree in the cavalry exercise ground a few hundred yards from Windsor Castle just before 7am.

Alastair Chamberlain, a Crown Estates park ranger, had already arrived and was looking for a blanket to cover the injured woman.

As she was taken to hospital in Slough, she explained that she had had sex with her boyfriend high up in the branches of the tree.

A park spokesman said: "The couple had apparently gone to the Great Park for a bit of nookie and decided to climb the oak tree to add a bit of spice to the session."

"The woman slipped from one of the branches at the top of the tree. It was a very clear case of *coitus interruptus*."

"Her boyfriend climbed down and found she had suffered a broken leg. He hastily pulled on some clothes and ran to a phone box to call for help," the spokesman added.

Park officials and the Royal Berkshire Ambulance Service have withheld the couple's names.

## Library fire spread 'within seconds'

By DALYA ALBERGE, ARTS CORRESPONDENT

THE fire that devastated Norfolk's Central Library on Monday, destroying hundreds of thousands of books and documents, spread within seconds according to Norfolk fire services.

This was possibly because the library had recently removed partitions installed as a precautionary measure against fire. Another theory was that wiring between computer terminals acted as a channel for the fire which was probably started by an electrical fault.

One conservator estimated that it could take several years to restore the books

and historical manuscripts damaged by fire, smoke or water from the rescue operation.

Yesterday afternoon salvage crews were sifting through the ashes, which are all that remain of the whole of the lending library, most of the reference library and a third of the Norfolk studies library comprising thousands of volumes.

About 3 million items, ranging from parish records to a Richard I seal, have been salvaged for emergency treatment. The load comprised two lorry-loads: one librarian estimated that the entire rescue operation would take 60 lorryloads.

Many papers were taken to a laboratory at Harwell, part of AEA Technology,

the commercial wing of the UK Atomic Energy Authority. They will be freeze-dried using antibacterial agents.

Paul Aldous, a conservator at Suffolk County Council, explained that paper stands up to water relatively well, unlike parchment, which is likely to go transparent and lose any writing. Freezing parchment can lift away fatty material and break down the structure of the parchment. However, there is little option but to freeze it. The longer documents are kept in wet conditions, the more susceptible they are to mould and fungal damage.

Giles Coren, page 14  
Leading article, page 17

**wise:**  
he who banks  
with First Direct  
banks for free.



no transaction charges

First Direct is a shrewd way to bank. Our customers never pay transaction charges, even if they're overdrawn. We even provide them with an automatic £250 overdraft free of any fees; all they pay is interest at a competitive rate on the amount they borrow.

Just compare these bank charges with the cost of running a First Direct Cheque Account:

### Annual current account charges\*

NatWest Current Plus	£108
Lloyds Classic	£96
TSB Interest Cheque Account	£72
Barclays Flexible	£60
First Direct Cheque Account	£0

\*Shows typical annual charges on a current account with an authorised overdraft of £250. The account is overdrawn by £100 for 3 days each month. These are overdraft charges only. They do not take account of interest, credit or debit. Charges correct as at 17.3.94

open 24 hours a day 365 days a year

First Direct isn't like the high street banks, it's a telephone banking service that never closes. So you can do your banking from anywhere, at any time you like.

Your calls are answered promptly by friendly, efficient people who have all your details to hand. They perform any service you need - whether it's moving money between accounts, arranging a loan or even buying or selling shares for you. And wherever in the country you ring from, your calls are charged at local rates.

### easy cash withdrawal

Every First Direct customer receives a card that lets them withdraw up to £500 per day from any Midland, TSB, NatWest, Northern, Clydesdale or Royal Bank of Scotland cash machine. Your card will also guarantee your cheques up to £100.

When you want to pay cheques in, you can post them to us or pay them in at any Midland branch free of charge.

### join the 10,000 that join every month

First Direct is proving to be very successful. So much so that 10,000 new customers join every month and over 90% of our existing customers recommend us to their friends.

To find out more, telephone us or send us the coupon. That won't cost you anything either.

**0800 222 000**

Post to: First Direct, Postpost MK16, Leeds LS11 0TF (no stamp needed) to receive more information on banking with First Direct.

Mr/Ms/Miss or Title

Forename(s)

Surname

Address

Postcode

Telephone (inc. std)

BC73

\*Survey undertaken by NOP Market Research among 1,100 randomly selected current account customers. Interviews were conducted by telephone between 2 December 1993 and 10 December 1993. Enquiries must be aged 18 or over, in order to safeguard our customers certain transactions may require written confirmation. First Direct reserves the right to decline to open an account for you. Before agreeing to send your money we will want to make sure you can afford the repayments. For written details of our services write to First Direct, Postpost MK16, Leeds LS11 0TF.

First Direct is a division of Midland Bank plc, a member of MIFC, CLS11

Member RSCB Group

first direct

SATURDAY



## Keep young and beautiful

AILEEN BALLANTYNE ON THE SCIENCE OF ANTI-AGEING

IN THE

MAGAZINE

PLAY THE TIMES CROSSWORD CHALLENGE AND WIN A SKIING HOLIDAY FOR TWO IN THE ALPS WORTH MORE THAN £2,000

IN

WEEKEND

## Give a lone mum a bad name ...

By BILL FROST

YOUNGSTERS raised by single indulgent mothers are far more likely to engage in delinquent behaviour than those who enjoy the benefit of a father's steady influence.

A psychologist in Sweden has discovered that in the absence of a stern disciplinarian, the little tyke will foul the house, chase cars, chew slippers and bark uncontrollably.

She says that such problems could be ironed out early on if bitches had the support of partners willing to play the role of "new dog" and accept the importance of family values. Anti-social activities would be curbed by a firm but caring approach.

Nina Roegner, an animal psychologist, told the magazine *Dogs Today* that many puppies miss out on a male influence in the first weeks of their life. They find it difficult to get along with other dogs in later life because they have not been taught to know their place in a pack. Most puppies were effectively orphaned when they were a few weeks old and sold to families.

Ms Roegner said animal scientists in Sweden believed

breeders should encourage canine fathers to be with their puppies during the first few weeks of life.

"Among wild dogs and wolves it is the male's job to teach the pups how to get along with the rest of the pack. Tame dogs can be very aggressive towards other dogs because they have not been taught normal pack behaviour."

Her experiments with dog breeders have shown that puppies who spend time with their fathers are better behaved. She encourages owners to let the dog be present when his puppies are born, thus establishing a firmer parental bond.

"If the male takes part in the upbringing of the pups, I am sure owners will avoid many problems when the pup is fully grown."

Beverly Cuddy, she editor of *Dogs Today*, said yesterday that British owners could learn much from the Swedish experiments.

"We have new men, why not new dogs who play an active role in raising the family properly?"

## Freed mental patient tried to kill man in Tube station

BY A STAFF REPORTER

A SCHIZOPHRENIC who had been released from hospital tried to murder a stranger, the Old Bailey was told yesterday.

Nine months after leaving Springfield Hospital in Tooting, southwest London, Mark Ricketts, 27, dragged a man into a Tube station and plunged a kitchen knife into his stomach.

Ricketts was yesterday convicted of attempting to murder Mark Kemp, 24, at Tooting Broadway Underground station in June last year. Ricketts stabbed Mr Kemp in the



Ricketts being led away yesterday after the trial

stomach with a large kitchen knife, said Linda Strudwick, for the prosecution. "It was a frenzied attack — Ricketts attacked to kill him."

She said Mr Kemp, a doorman, had contracted peritonitis, a life-threatening illness, as a result of his wounds. The Common Serjeant of London, Judge Neil Denison, told Ricketts he would be remanded to Broadmoor, where he has been held since the attack, to await sentence. That would probably be an order for him to be detained under the Mental Health Act. After Ricketts had been convicted, the court heard that

he had a history of unprovoked and violent assaults.

He was sent to Springfield Hospital for treatment under the Mental Health Act in 1989 after smashing windows of a house. He was released in 1992, Miss Strudwick said.

In 1988 he had been put on probation for two unprovoked attacks on the same day on men he did not know. Miss Strudwick said Mr Kemp had been in an amusement arcade, meeting friends, when Ricketts approached him, shouting "Oi you!"

Ricketts, 6ft 2in and well-built, put his arm round his smaller victim and led him to the ticket area. As Mr Kemp struggled to get free, Ricketts produced a large kitchen knife and plunged it in his stomach. He stabbed him with such force that the blade bent to a 45 degree angle, Miss Strudwick said.

Mr Kemp told the court: "I knew I was bleeding very badly. I started to lose consciousness and I thought, 'if I do that I'm dead.'"

"After the frenzied attack he simply dropped the knife and walked away," said counsel.

Ricketts walked to a nearby cab office and took a taxi home. Members of the public and London Transport staff followed him and although they lost sight of the taxi they noted the registration number.

Ricketts was arrested at his home in Morden, Surrey, which he shares with his girlfriend and their child. He claimed mistaken identity.

Det Con Dave Gregory, of British Transport Police at Stockwell, referring to the policy of releasing patients from mental hospital, said after the hearing: "This is another case in the community case. He is a paranoid schizophrenic."

## Country's richest are getting even richer

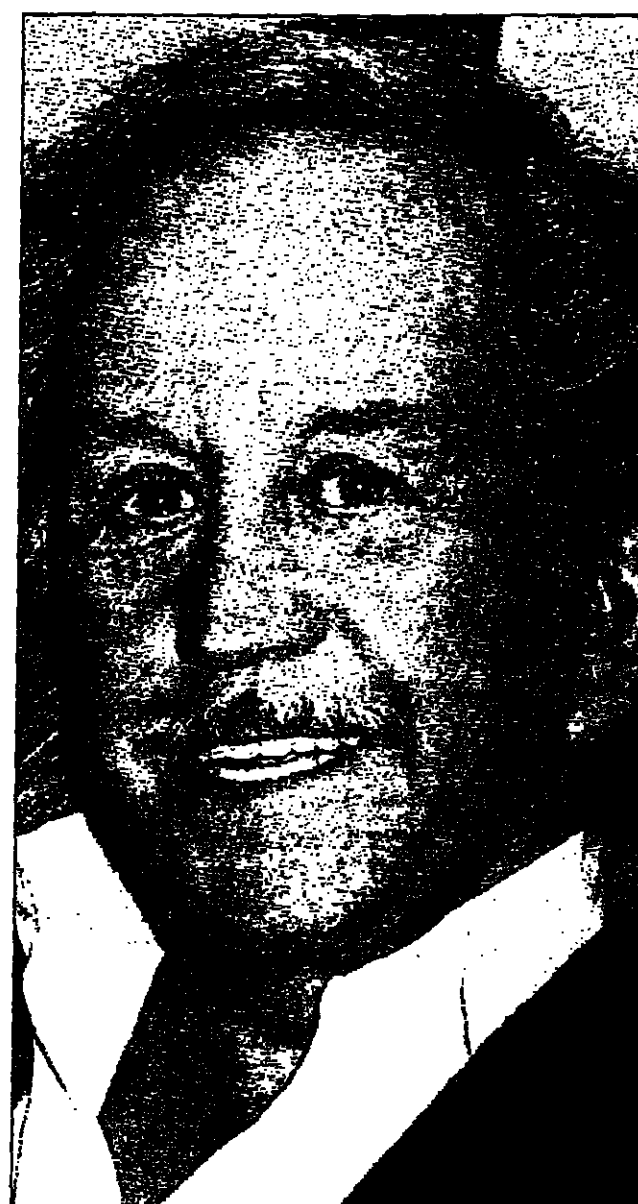
BY JON ASHWORTH

PAUL Raymond has topped the list of Britain's richest people for the second year running. Mr Raymond, who owns 30 acres of high-rental property in Soho in the West End of London as well as extensive publishing interests, is worth a reputed £1.65 billion, according to an annual survey of the top 500 richest in the land by *BusinessAge* magazine. He weighs in ahead of David Sainsbury, the supermarket baron, and the banker Sir Evelyn de Rothschild in a list that takes in politicians, pop stars and corporate raiders.

One of this year's stars is Sir Terence Conran, Habitat founder turned gastronomic king, who is making a spectacular comeback if the survey is to be taken at face value. Sir Terence, whose London eateries range from the stylish Pont de la Tour near Tower Bridge to the trendy Quaglinos, saw his wealth rocket from £27 million to £110 million in the past year.

Mr Raymond narrowly pips David Sainsbury with £1.38 billion. Sir Evelyn de Rothschild with £1.35 billion and Lord Rothermere, the newspaper tycoon, with £1.22 billion. The Duke of Westminster, with 300 acres of land in and around Mayfair, comes next with £900 million.

Paul McCartney is Britain's richest pop star with £482 million; Paul Channon is our wealthiest politician with £190 million; and Chrissy Goulardis, heiress to a Greek ship-



Paul Raymond tops the list again with £1.65 billion

ping fortune, is Britain's wealthiest woman, with a reputed £300 million. The Queen languishes in 72nd place with a personal fortune

of £158 million. Richard Branson enters the top ten for the first time, ranking 9th with £650 million. Such guides must always be taken with a shovelful of salt



Sainsbury: £1.38 billion



Rothschild: £1.35 billion



Conran: £110 million

## Festival calls time on brewery closures

BY ROBIN YOUNG

NOSTALGIA pervaded the Great British Beer Festival, which opened at Olympia in London yesterday and is expected to attract 40,000 visitors who will drink 185,000 pints before it closes on Saturday.

All the bars are named after breweries which have closed, and there are reminders everywhere of the threat that hangs over many still in business. One sideshow is called the Brewery Name Game, in which contestants pay 30p for a ticket. If

the brewery named on it is still in business, the ticket is a winner.

The Campaign for Real Ale (Camra), which organises the festival, has a pub preservation group which is dedicated to maintaining the pub "as a unique and precious part of the British Heritage and way of life". It acknowledges though that 10,000 British pubs are expected to close in the next few years.

The champion beer, chosen by experts from the 350 beers at the festival, is Timothy Taylor's Landlord bitter from

Keighley in West Yorkshire. The brew won the title in 1982 and 1983 but the Camra Good Beer Guide says that it is now "engulfed in bitterness" and "the flowers seem to have gone".

Alan Hey, Timothy Taylor's head brewer said this was nonsense. "Landlord is a very well-balanced but full-bodied beer made with Styrian Golden hops from Yugoslavia which cost twice as much as British hops and with well water from the Knowle Spring immediately beneath our brewery," Mr Hey said.

## PC quits over misuse of computer

A policeman convicted of using the national computer to help a woman to find where her former husband was living with his new girlfriend has been forced to resign.

Two days after the former husband, a crime squad detective, had met the woman to pick up their children for a visit, the registration number of his car was passed through the national police computer.

PC Nathan Pink, 28, of St Austell, Cornwall, had been found guilty of unauthorised use of the computer by magistrates and fined £900. At a disciplinary hearing before John Evans, the Devon and Cornwall Chief Constable, he agreed to resign.

## Nursery fire

A nursery school was hit by an arson attack two hours after a BBC Panorama documentary showed ill-treatment of youngsters. About £1,500 of damage was caused at Beechwood Preparatory and Nursery School, Coventry.

## Eye lost

A man aged 20 has lost an eye after a stone was fired at him from a catapult. The man was among a group of friends who chased three men seen running away from a car which had its window smashed in Wimborne, Dorset.

## Fire kills boy

A boy aged 9 burnt to death in his bedroom in Bradford as his family tried to reach him. Tanvir Zaman had hearing and speaking difficulties.

## Pricey pint

A rape trial at Middlesex Guildhall in London collapsed when a trainee barrister for the defence agreed to have a lunchtime drink with a member of the jury.

## Sinking feeling

Firemen pumped out 100 gallons of water from a leaking kingsize water bed at a house in Winchester, Hampshire, after receiving an emergency call.

## One in three universities 'overstate standards'

BY BEN PRESTON  
EDUCATION CORRESPONDENT

ONE in three university courses does not give students as good an education as it claims, according to an analysis yesterday of the first official quality ratings.

Inspectors for the Higher Education Funding Council found that of 167 departments in four subjects which claimed to be excellent, just 57 warranted the top grading. Some 57 of the 57 university and college history departments assessed told inspectors they judged themselves to be excellent but the funding council concluded that only 17 deserved the top rating.

Inspectors judged that standards of teaching and learning were sound in four out of five chemistry, mechanical engineering, law and history courses. They were very high in almost one-fifth. Only two of 298 courses inspected under the new system were judged unsatisfactory.

Professor Graeme Davies, chief executive of the funding council, said the findings reflected the "professionalism and commitment of academic staff and the richness of opportunity and diversity of provision being offered".

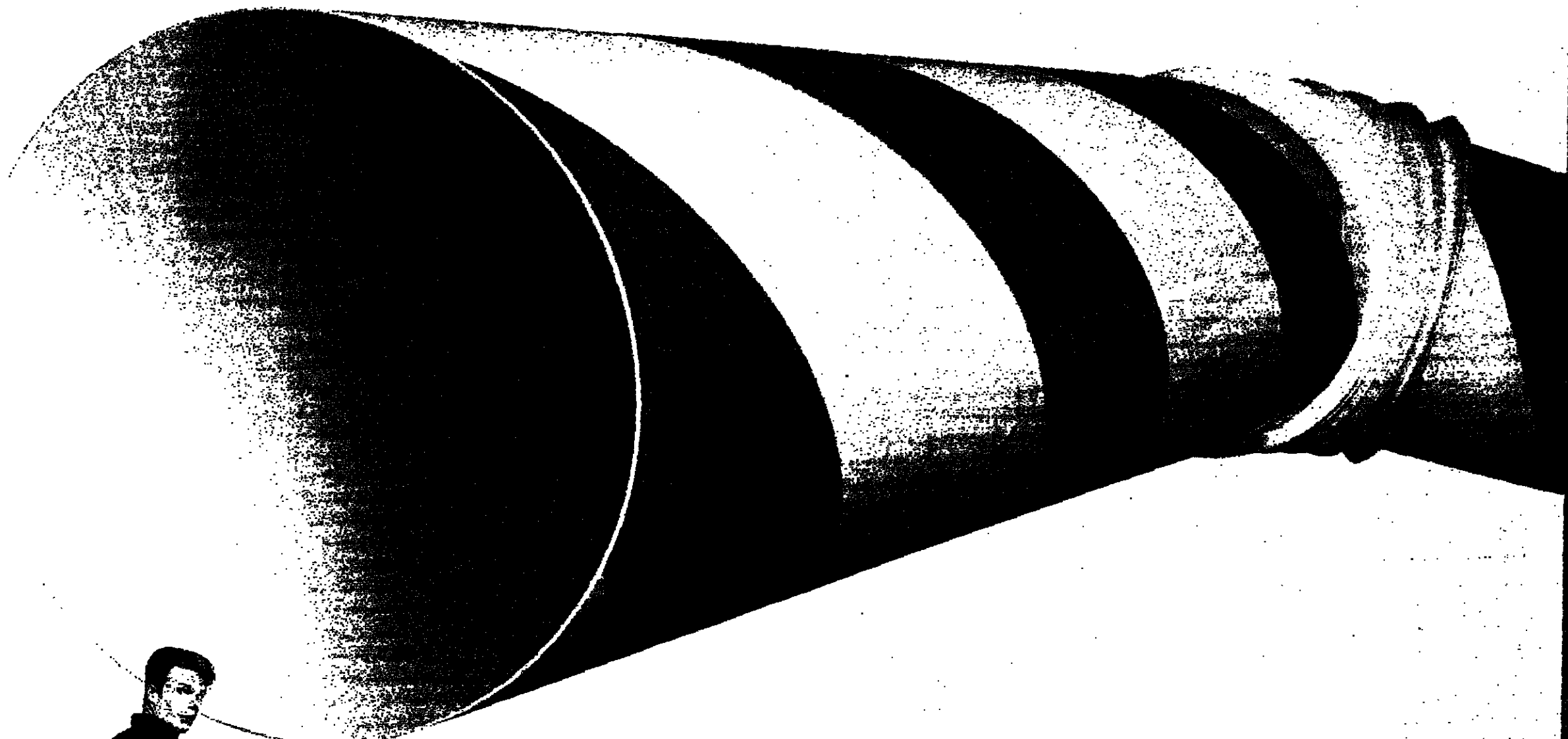
He said: "Prospective students and their teachers will find these reports very useful as, for the first time, they provide an overview of the quality of provision offered by institutions in these subjects."

The inspectors said in nearly all cases universities and colleges clearly set out and met the aims and objectives of their courses. Libraries and buildings were under strain in a substantial minority of institutions after the rapid expansion of student numbers in recent years.

The inspectors said academics and support staff were generally well-qualified, committed and professional, but they regarded research, and consultancy as the best way of advancing their careers.

They said greater incomes were required to persuade staff to take courses to improve their teaching.

# London's new drinking water supply system. (Gulp!)



Big isn't it?

Well, we Londoners need 464 million gallons of fresh water every single day.

Enter the Thames Water Ring Main, our most ambitious project yet. It circles London over 100 feet beneath the streets and it's twice as long as The Channel Tunnel.

THE THAMES WATER RING MAIN

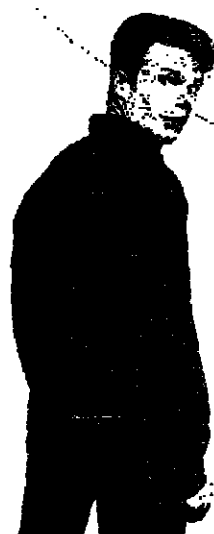


Sophisticated computers tirelessly monitor both quantity and quality. The result: cleaner, fresher drinking water at the point of delivery - namely, your tap.

If you'd like to know more about this marvel of engineering, ring 0645 200800. (It'll cost no more than a local call.)

And while you're at it, find out what else is in the pipeline.

LONDON'S LIQUID ASSET.



0645 200800



## Two-tier police force urged to halt spread of vigilante groups

By RICHARD FORD, HOME CORRESPONDENT

A SYSTEM of policing should be introduced in England and Wales to prevent the anarchic growth of unregulated private security patrols and vigilante groups, a report recommends today.

Under its two-tier proposals, a central core of police officers would have the power to arrest, search property, carry arms and have access to criminal intelligence. Other groups would carry out patrolling duties and do administrative tasks.

The report coincides with a Home Office review of the functions of the police which has identified savings of between £153 million and £202 million in certain tasks, including underwater searches, lost property, registration of

aliens, serving summonses and warning witnesses are transferred to other agencies.

Today's study by the Police Foundation and Policy Studies Institute says local patrols under the direction of the public police would carry out work such as delivering summonses or checking on underage drinking. Patrols could wear a uniform bearing insignia such as Bath City Municipal Police.

The report says the patrols would be trained, accredited and to an extent under the direction of sworn police officers; or they could be licensed by police, or employed by local authorities, community groups or private security companies.

Another system recom-

mended is the creation of patrols with limited powers of arrest for street crimes including drunkenness and minor public order offences. The patrols would also be able to stop and search vehicles for stolen goods and weapons, regulate traffic and deal with licensing offences.

The Police Foundation says a radical reappraisal of policing is necessary. "If present trends continue, there is a danger that we may end up with the worst of all possible worlds: an increasingly centralised police force with ever growing powers alongside the anarchic emergence of unregulated self-help and private police-security services in the hands of those pursuing sectional interests."

The report's recommendations are an attempt to meet the widespread public demand for more police patrols which, according to research evidence, have limited impact on local crime levels. It says the demand for police services will continue to outstrip supply and that the Government faces a fundamental problem of how to meet the public's apparently insatiable demand for more policing at a time of continued limits on public spending.

A scheme that relies on the public for anonymous tip-offs is proving an outstanding success. The Crimestoppers freephone hotline has led to the recovery of stolen goods worth nearly £3 million this year, more than the 1993 total.

Anonymous calls to police have helped to clear up five murders and four rapes and have assisted in making 441 arrests for drug-related offences. A single call to West Midlands Police led to the recovery of stolen property worth £938,000 and helped to clear up seven burglaries.

## Broker tells how sack followed spurned advances

By A STAFF REPORTER

A CITY insurance broker who claims she was sacked after rejecting sexual advances from her manager went yesterday as she described how she was frogmarched from the company offices after she complained.

Samantha Philips, 28, is claiming sexual discrimination after losing her £17,000-a-year job with brokers Willis Corroon in November 1992.

Miss Philips, an aviation insurance broker, has told an industrial tribunal in Croydon, south London, that Giles Wilkinson began making sexual innuendos when she joined the company as a graduate trainee in 1989 and continued until January 1992 when she was on a business trip to Denmark.

Under cross-examination yesterday by Philip Parish, for Willis Corroon, Miss Philips denied that she was sacked because she had lied to a Lloyd's underwriter during a business transaction. She dismissed suggestions that she had improperly failed to tell the underwriter that she had contacted other underwriters regarding insurance cover her firm was seeking for a client.

The tribunal was told she was confronted with the allegation at a meeting with Mr Wilkinson and other senior staff. Miss Philips said: "They tried to bludgeon me into saying that I had lied to the underwriter." She was sent home after the meeting and summoned back to the office four days later to be told she was being dismissed.

Miss Philips wept as she said: "I was frogmarched out, literally. I was very very upset - totally incredulous."

Miss Philips, of Battersea,



Sacked insurance broker Samantha Philips with her brother Peter yesterday

southwest London, has told the inquiry that Mr Wilkinson interrupted a trip to India to join her in Denmark. She said he tried to fondle her at a hotel bar in Copenhagen. She claimed that after that incident he became "derisive and negative" towards her. She

said he once told her in front of other brokers: "Back down, bimbo!"

Miss Philips said that after the incident in Denmark she complained to one of her superiors, Jeremy Flaxman, about Mr Wilkinson's behaviour. Mr Flaxman had jok-

ingly said that he had sent roses to Mr Wilkinson before the trip to Denmark as he "might strike lucky."

"I had the horrible realisation while I was complaining that he knew all along. It was just horrifying," she said. The hearing continues.

## Pregnancy tribunal fines MoD for absence

By PAUL WILKINSON

THE Ministry of Defence was "fined" £500 yesterday after failing to send a representative to a tribunal to decide how much compensation to pay to a servicewoman dismissed after becoming pregnant.

The MoD was ordered to pay the £500 legal costs of former Lance Corporal Janet Booth. Last week new guidelines were issued which will cut the sums awarded to women who lost their service careers because of pregnancy.

The industrial tribunal also demanded the appearance at the next hearing of an MoD representative to explain why the ministry should not also have to pay the tribunal's costs for the day of £800.

A last-minute fax from the MoD's lawyers claimed they had not been given sufficient notice of the resumed hearing in Leeds, though the tribunal heard the MoD had been informed over two months ago.

Mrs Booth, 32, from Wrose, West Yorkshire, had been expecting an award of up to £35,000 to settle her claim of sex discrimination. She had worked as a switchboard operator at the British base at Rheindahlen in Germany until her dismissal in 1990 and had intended to continue in the Army until 1994.

The MoD had accepted liability at a previous hearing just after the scheduled start the tribunal received a fax from Treasury solicitors acting for the MoD, saying they would not be attending because "an administrative error" meant they had only heard about the hearing on Monday.

John Prother, the chairman of the tribunal, accused the MoD of treating it with indifference.

Mr Prother said that he would want to know whether the MoD proposed to compensate the tribunal for the "wasted time" of a chairman and two members.

## Tougher sentences ahead for gun crime

By RICHARD DUCE

THE Home Office is planning tougher sentences for gun-related crimes to address concerns about their rise. Sir Paul Condon, the Metropolitan Police Commissioner, this week called for stricter regulations of the firearms trade.

Legislation is expected within the Criminal Justice Bill. Last year saw a six-fold increase in firearms attacks on police in London.

The government-sponsored Firearms Consultative Committee recently told the Home Office of its "profound disappointment" that parliamentary time for gun law reform had not been found.

The committee referred in its annual report to the sale of deactivated weapons, which are not controlled by the

Firearms Act, often brought here from eastern Europe.

Sir Paul said in his annual report on Monday: "We are finding 70 per cent of firearms used in crime have not been stolen and recycled, they've been recycled through legitimate dealers through a variety of means involving legitimate use of guns."

Guns are used by drug dealers for protection against rivals or the police, on the basis that profits make the risk worthwhile.

Supt Martin Hill, of the Association of Chief Police Officers' Firearms Committee, said: "If you're going to go to jail for ten years for possessing heroin or crack, you're going to go to jail for the same period for possessing a gun."

## BBC pares cost of autumn schedule

By ALEXANDRA FREAN, MEDIA CORRESPONDENT

BBC1 has managed to cut £10 million from the cost of its autumn programmes as a result of the cost-cutting measures it introduced last year.

Productions in the £165-million package include *Seaforth*, an ambitious ten-part saga set during the Second World War, and *The Homecoming*, a documentary on Alexander Solzhenitsyn's return to Russia.

Dawn French will star in a situation comedy about a woman priest, *The New Vicar*, created by Richard Curtis, the writer of the film *Four Weddings and a Funeral*. Viewers will also have the chance to see Joanna Lumley without any make-up in *Girl Friday*, a documentary about survival on a desert island.

Alan Yentob, controller of BBC1, said that although the autumn schedule was £10 million cheaper than last year's, it contained the same number of new programmes and the same volume of material.

"Huge efficiency savings have been made by programme makers, who were asked to reduce costs but still produce the same goods. More has been got out of the available money," he said.

The savings will be seen as a vindication of Producer Choice, the controversial

market-oriented efficiency drive introduced at the corporation last year. Mr Yentob added that much of the money saved had gone into producing new programmes for the summer schedule to avoid as many reruns as last year.

Building on the success of the hospital dramas *Casualty* and *Cardiac Arrest*, BBC1 is launching a medical series, *The Healer*, about a doctor who cures the sick simply through touch. The schedule also includes a new book programme, *The Bookworm*.

This is *Your Life* returns to BBC1 in the autumn after 25 years at ITV. The programme will be presented by Michael Aspel and is an independent production by Thames Television for the corporation.

Channel 4 is to start transmitting programmes in cinema-style widescreen format next October. C4 claims that the £15 million project, under which it will broadcast at least 500 hours of widescreen programming before the end of 1995, will closely replicate the cinema experience.

The full benefits, however, will initially be limited to viewers who buy a £1299 widescreen set from Nokia, the electronics firm which is C4's partner in the project.

Media, page 20

## Rolls to the rescue of our man at UN

By KEVIN EASON, MOTORING CORRESPONDENT

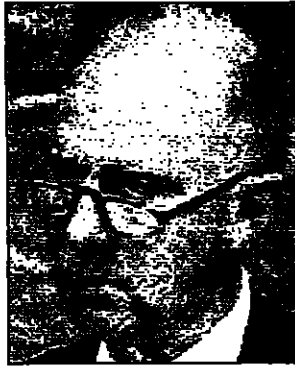
IT WOULD have been too embarrassing for our man at the UN. The Russian ambassador stepping from his huge Zil limousine, the German envoy sliding out of the top-of-the-range Mercedes-Benz, and Sir David Hannay climbing out of a Rover (German-owned) or Jaguar (American).

For the Foreign Office, in the drive to save money, had decreed that only five ambassadors were to be allowed a Rolls-Royce. And Sir David was not among them.

Peter Ward, chairman of the company and the new president of the Society of Motor Manufacturers and Traders, went to the FO to protest at Rolls-Royce being taken from the purchasing list in markets where the cars were seen as symbols of British industrial excellence.

Richard Charlesworth, the company's head of public affairs, said yesterday: "We felt the point should be made that Rolls-Royce is the last of the big names in the British motor industry and a symbol that is very important abroad."

The Government relented and Sir David and three other ambassadors are to receive a new Silver Spur III, showroom price £120,000, to keep the flag of the British motor



Hannay: saved from embarrassment

industry flying. Embassies in Brazil, China and Saudi Arabia will now rank alongside those in Bonn, Moscow, Paris, Tokyo and Washington in the Rolls-Royce stakes.

Rolls-Royce is the only surviving volume carmaker still wholly-owned in Britain. Rover was sold to BMW in March for £800 million while Jaguar fell to the Americans at Ford in 1989. The rest of the big British carmakers are a mix of Japanese and American subsidiaries.

The reversal of fortune is good news for the Crewe company, which struggled through the recession with sales down a third but which is now reviving. Sales worldwide are up 2.6 per cent this year. In the Far East they are ahead 11 per cent.

## Export rules wreck price of cattle

By MICHAEL HORNSBY, AGRICULTURE CORRESPONDENT

CATTLE prices have slumped by 30 per cent and beef exports to the rest of Europe have virtually come to a halt because of new restrictions imposed by the European Union to stop the spread of "mad cow" disease.

Traders and livestock auctioneers said yesterday that tightened regulations were devastating an export trade that last year earned Britain £246 million.

Gillian Shephard, the former agriculture minister, had hailed the new rules, agreed in Brussels a fortnight ago, as ending the threat of a unilateral German ban on all British beef. However, Jim Watson, president of the Livestock Auctioneers' Association, said: "Cattle prices have been about a third down since the regulations came into force at midnight

last Wednesday. Culled dairy cows that were fetching 105 pence per kilogram live weight are now going for no more than 75 pence."

The new rules stipulate that beef for export must come from herds free of bovine spongiform encephalopathy (BSE) for six years. Meat that has been boned is exempt, but 85 per cent of the 126,000 tonnes of British beef exported last year, mainly to France, was shipped with the bone in. The rationale for the rules is that boning removes all nervous and lymphatic tissues that might carry the disease.

Most of the beef Britain exports to France comes from dairy cows at the end of their milking life. About half the dairy herds in Britain have had at least one case of BSE since 1988, so much beef is

ineligible for export unless boned first.

Mr Watson said he had asked for an urgent meeting with William Waldegrave, the new agriculture minister, but had been "fobbed off". The ministry said a date for the meeting was still being discussed.

A livestock trade worth £160 million a year is under threat because of pressure on ferry companies to stop transporting animals across the Channel for slaughter on the Continent.

B&O has said it will not accept livestock after October 1 unless European animal welfare legislation had been tightened by then. The only other ferry companies which carry animals for slaughter, Brittany Ferries and Stena Sealink, are reviewing their policy.

## City guide's jokes are no laughing matter

A TOUR guide in Bath is being threatened with an ancient rule banning noisy activities in the city after boring local residents with the same comedy routine of facts and jokes for three years.

Noel Britten and his sidekick, known as JJ, conduct the 75-minute Bizarre Bath tour seven nights a week, poking fun at the city's eccentricities. But Tom Clarke, a local musician who has a first-floor flat on the route, has complained to the environmental health department.

It is no laughing matter listening to the same gags all the time," he said. "When you are getting 60 to 100 people laughing their heads off every night it is beyond a joke. I have checked the old deeds of the house and they specifically state there should be no noise in the thoroughfare."

Elaine Hodgson, who runs a bookshop, said: "We are not killjoys. But can you imagine 80 people outside your house every night? I would not knock the tour for its content, which is quite witty, but we have been hearing it every night for the last three years."

An environmental health official investigated Mr Clarke's complaint by attending the tour. But a city council spokesman said: "The officer has concluded that the noise did not constitute a statutory nuisance and therefore no action can be taken by this department."

Mr Britten said: "If those affected were to put their particular grievances down on paper, we would be happy to look into minimising their troubles."

## We could save you £50 on your motor insurance. Regrettably, some drivers won't qualify.



With Sun Alliance Value Plus new policyholders save, on average, £50 on their motor insurance.

You have to be aged between 25 and 69, have at least 2 years' No Claim Discount with your current policy, be conviction free and have 2 years behind you without loss or accident.

You'll drive a low annual mileage and your car will be in our Groups 1 to 13. Once accepted, you'll have a policy with no compromise on cover.

Value Plus includes a No Claim Discount of up to 65% transferable from

your existing policy, a 'No-estimate needed' Motor Repair Service, a No Claim Discount Protection option and a 24-hour Emergency Helpline.

Call us now and we'll send you a free swivelhead torch with your quote.

And see if you qualify for £50 off your motor insurance.

**SUN ALLIANCE**  
INSURANCE UK  
MOTOR DIRECT

FREE CALL 0800 300 800 MON-FRI 8AM-6PM SAT 8AM-1PM  
AVAILABLE ONLY TO PERSONS PERMANENTLY RESIDING IN THE UK FROM TIME TO TIME. SUN ALLIANCE INSURANCE LTD IS AN EQUAL OPPORTUNITY COMPANY. CUSTOMERS DETAILS OF POLICIES AND SPECIAL OFFERS WHICH MAY BE OF VALUE AND USE TO THEM.

## Sale recalls dark moment for soccer

By JOHN SHAW

A FOOTBALL programme from a pre-war match which saw England players giving the Nazi salute sold for £792, over six times the high estimate, at auction in London yesterday.

It was one of the top lots in a sale of sporting memorabilia at Bonhams in Knightsbridge. There were trophies from golf, cricket and boxing, but football dominated with high prices being paid for old programmes.

The England-Germany game at the Olympic Stadium in Berlin in May 1938 was the first in a short Continental tour. The programme was sold with four photographs including one showing players giving the Nazi salute during the German national anthem. The Foreign Office had deemed the salute appropriate.

An England player's tour itinerary, postcards of the rival teams and a sheet of



England players give the Nazi salute at the Olympic Stadium, Berlin in 1938

hotel stationery signed by the English party completed the lot which was estimated at £80-£120.

A library of programmes put together by the late Harold Palmer, former sports editor of *The Daily Telegraph*, also sold well, especially cup final programmes from the 1920s.

A souvenir from the 1921 game between Spurs and Wolves made £605, £60-

£100. A single lot of 130 West Ham home match programmes from 1939-40 and 1965-66 made £990 (£80-£120).

Thirty Fulham home match programmes from 1930-31 and 1939-40 went for £506 (£200-£300), and 16 Chelsea home match programmes from 1930-31 made £484.

An autograph album containing the signatures of eleven "Busby Babes", the Manchester United team cut

down in the Munich air crash in 1958, made £638 (£200-£300). The signatures were obtained for the vendor, then a young fan by one of the team, Dave Pegg, a few days before the crash.

The auction also saw a pair of boxing gloves worn by Muhammad Ali in a fight against Joe Bugner in Las Vegas in 1972 make £1,320 and gloves worn by Rocky Marciano sell for £1,210.



## THE TIMES GUIDE TO BATTLEFIELDS OF BRITAIN: DAY 3

## BLORE HEATH 1459

## Red Rose wilted as cannon blazed

By JOHN YOUNG

IN THE village of Muckleston in Staffordshire stands the handsome sandstone church of St Mary. It is from here that Margaret of Anjou, the proud and autocratic wife of Henry VI, is reputed to have watched the rout of her Lancastrian army on Blore Heath.

The Wars of the Roses, as history has named them, were motivated largely by frustration. A generation or two earlier the nation had been celebrating Henry V's stirring victory over the French at Agincourt, which united the quarrelling English warlords as seldom before.

But since then things had gone wrong. A series of defeats and withdrawals, as the Hundred Years War dragged to its close, had damaged national morale. Henry VI, who succeeded to the throne as an infant in 1422, although a good man, was a loser where his father was a winner, seen as weak and indecisive and incapable of keeping his aggressive and ambitious barons in control. It was back to league football after winning the World Cup.

By the middle of the 15th century, the loyalty of Henry's subjects at all levels was under severe strain, and in May 1450 the men of Kent rebelled, under the leadership of one Jack Cade, and encamped on Blackheath, southeast of London. A popular move was launched to promote the cause of Richard, Duke of York, who was seen as a potential national saviour.

Richard failed at first to attract enough support to launch a coup, but in January 1454, after the king had suffered a mental breakdown, he was nominated by a powerful group of nobles as protector of the realm. The following year the two sides clashed for the first time at St Albans.

It was a victory for the Yorkists, but casualties were light and afterwards Richard



Margaret of Anjou with Henry VI and courtiers

swore allegiance to the king. Margaret, however, was opposed to any attempt to dilute Lancastrian power. Richard's appointment as protector was revoked, and both sides prepared for war.

On September 23, 1459, scouts from a Lancastrian force under the command of Lord Audley encountered an advance guard of Yorkists just east of Market Drayton. Audley promptly deployed his force of some 10,000 men across a ridge running down to a brook.

The Yorkists were heavily outnumbered and their commander, the Earl of Salisbury, drew them up in defensive formation to await a Lancastrian assault. Goaded into attack, Audley ordered his cavalry to charge, but the enemy archers were able to shoot their horses from under them.

Audley then advanced at the head of 4,000 infantry but was killed in the ensuing mêlée. With their commander dead

and their cavalry defeated, the Lancastrian infantry broke and fled. The battle was probably the first important engagement on English soil in which artillery was used effectively, and several cannonballs have been retrieved from the fields.

It was first blood for the Yorkists, but subsequent events went curiously amiss. Salisbury marched south to join Richard at Ludlow but, when confronted by the king's army, many of Richard's more seasoned troops were persuaded to desert. Richard lost his nerve and fled to Ireland, and on the morning of October 13 the Yorkist army surrendered. In the light of their earlier success, it was an unlikely outcome.

From a bend in the road south of Muckleston a signed footpath, through a woodland known as The Folly and across the A53 to the hamlet of Blore, traces the route of the medieval road used by the Yorkist army.

The heathland has gone, but many of the hedges and lanes still follow the 17th-century pattern.

A commemorative cross marking the spot where Audley fell is on private land but can usually be reached with permission from the owner of the nearby Hemp Mill.

The Blore Heath Battlefield Preservation Trust, which successfully fought off a proposal to quarry gravel on part of the battlefield, has produced an explanatory leaflet available from the tourist office in Market Drayton.

□ Hemp Mill is about two miles east of Market Drayton at the junction of the A53 and a minor road signposted to Hales. To reach Muckleston, continue east along the A53 and turn left on to the B5026 at Loggerheads. Market Drayton is a pleasant town with several attractive old inns, including the Corbet Arms and The Tudor House. The pretty village of Eccleshall, southeast of Loggerheads, is worth a visit. Further reading: Twemlow, *Battle of Blore Heath* (1912); Wise *The Wars of the Roses* (Oxford, 1923).



The church of St Mary Magdalene, built by Henry IV in memory of the thousands who died on the battlefield, including Harry Hotspur

By JOHN YOUNG

## SHREWSBURY 1403

## Where Hotspur fell

THE signpost to Battlefield Church is easy to miss alongside the A49 to Whitechurch, three miles north of Shrewsbury. Along a narrow lane stands St Mary Magdalene, built by Henry IV in 1408 on the site of the battle that five years earlier had secured his crown against the ever-rebellious baronial factions. It was consecrated "for the offering of prayer for those killed in the battle" and is a poignant relic of England's violent past.

Like the hapless Richard II, from whom he had seized the crown, Henry IV found that he was none too popular with the nobles, particularly Henry Percy, Earl of Northumberland, and his son Harry Hotspur, who had been his staunchest supporters.

Apparently disgruntled at

being insufficiently rewarded for keeping the marauding Scots at bay, Northumberland joined forces with Owen Glendower, the Welsh rebel, and set about raising an army in Cheshire that Hotspur advanced on Shrewsbury.

By chance the King's eldest son, Prince Henry — later Henry V of Agincourt fame — was in command of the garrison there. On July 20, 1403, he was joined by his father's army, a few hours ahead of the arrival of Hotspur, who was forced to withdraw to a

village about three miles away. The following morning the King and Prince Henry, each commanding a division, led out the royal army to confront the rebels, who were drawn up in line on a ridge, in the first important battle on English soil in which both sides employed the longbow.

The rebels had the better of the early exchanges and pursued the retreating royal archers in the hope of capturing the King himself. But in doing so they allowed Prince Henry to outflank them and attack

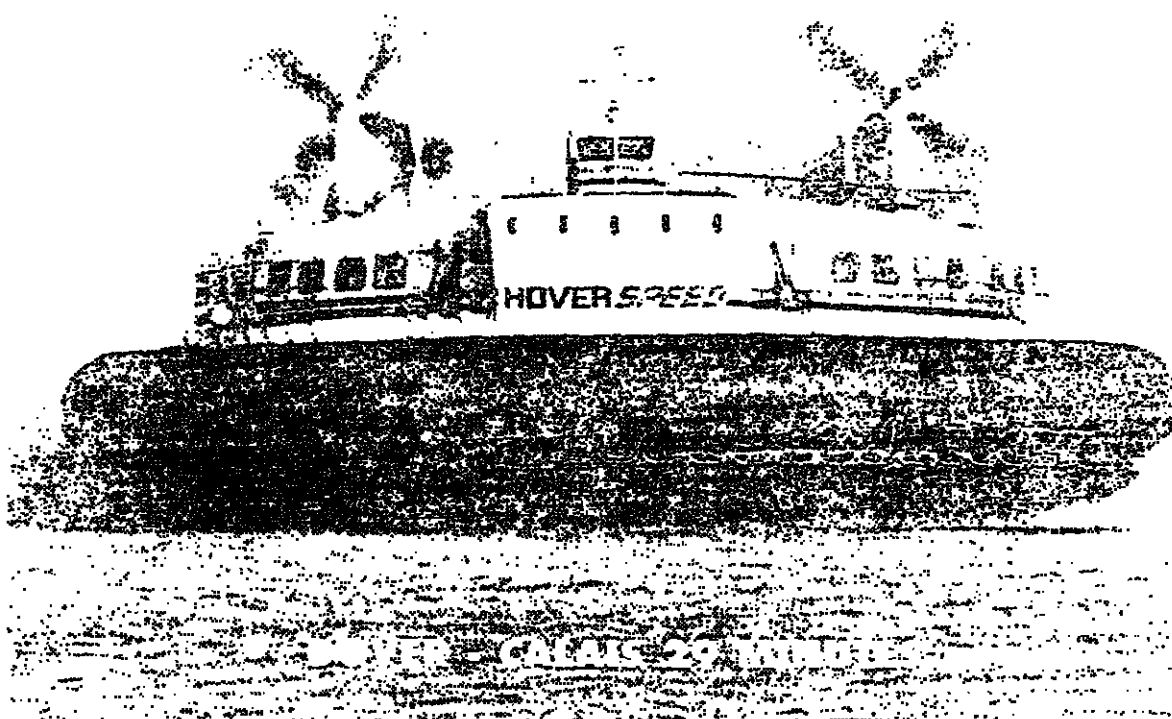
their rear. The Prince was wounded by an arrow and Hotspur was fatally struck in the face while his visor was

lifted. On learning of his death, the rebels took flight with the royal army in pursuit.

After the battle, in which between 6,000 and 7,000 lives were lost, Hotspur's body was quartered and displayed in London, Bristol, Chester and Newcastle upon Tyne. His father, however, was granted a pardon. The church is open between 2pm and 5pm on Sundays from May to August.

□ Shrewsbury stands at the junction of the historic main routes between Lancashire and the South West and between the Midlands and Wales. Despite the ravages of post-war planning, it is still a handsome town, with many fine buildings. To the south the road to Ludlow and Leominster bisects the South Shropshire Hills. Further reading: Prestley, *The Battle of Shrewsbury* (1403), (Shrewsbury and Atcham Borough Council, 1979); Shakespeare, *Henry IV Part I*, (Norton Critical Edition Series, W.W. Norton, 1980).

## COASTS IT.



Nothing beats the Hovercraft across the Channel. It is an utterly unique experience, flying over in half the time taken by the conventional ferries, (35 minutes is normal, though we frequently manage runs of just 25.)

And our airline-style cabin service doesn't waste a moment in providing you with snacks, drinks and duty-free.

We lift-off from Dover a dozen times a day and, with only 55 vehicles on board, you can drive effortlessly on and off, guaranteeing you a flying start to your holiday.

Call Hoverspeed Reservations (0304) 240241 or your travel agent.

**HOVER SPEED**  
FAST FERRIES

\*Friday 22 April - Sunday 1 May 12 services crossed in 29 minutes and in the same period 20 services out of 22 crossed in under 25 minutes.

## BANNOCKBURN 1314

## Victory revered in Scottish hearts

By ALAN HAMILTON

SCOTLAND'S long fight for freedom from English domination reached its climax on June 24, 1314, in a battle celebrated as the greatest military triumph in the nation's history. Rarely is Scottish nationalist sentiment aired without mention of Bannockburn.

This well-kept field, dominated by a great equestrian statue of Robert the Bruce, spreads itself beneath a high escarpment dominated by the battlements of Stirling Castle and, not far away, by the tall, spiky monument to another Scottish patriot who fought for his nation's freedom from the English within sight of here, William Wallace. Sadly, part of the site has succumbed to housing, but there still re-

chose the flat plain of the Forth beneath the crags of Stirling Castle, and drew up his lines behind the Bannock Burn, his flanks protected by thick scrub and forest on one side, and bogland on the other.

When the English army arrived on June 23, proceed-

ings opened with a cavalry charge which the Scots withstood with ease. Out of the English ranks rode Sir Henry de Bohun, their finest knight. To charge at the Scottish king with his lance, Bruce avoided the charge and brought down his battleaxe to cleave de Bohun's head with such force that the shaft of the axe split in two. In the main battle the following day, the English were severely hampered by the narrow front on

which Bruce had forced them to fight, and their cavalry charges ended in confusion among the bogs, pools and pits. While the Scottish spearmen continued their advance, Bruce sent a small force of cavalry to drive the English archers from the field.

Watching from a concealed position on top of a wooded ridge were a large body of cooks, camp followers, hangers-on and assorted spectators. When they detected the

reinforcements, and fled the field, Bruce became a national hero, but the English were still slow to recognise Scotland's independence. Six years after Bannockburn the Scottish nobles drew up the Declaration of Arbroath, appealing to the Pope to press their case.

As Scotland's declaration of independence, it contains a stirring passage still quoted wherever Scots gather: "So long as one hundred of us remain alive, we are minded nary a whit to bow beneath the yoke of the English. It is not for glory, riches or honours that we fight, but for liberty alone, that liberty which no good man gives up but with his life."



Robert the Bruce guards the site

By the curious rules of medieval chivalry its English governor, Sir Philip Moubray, agreed to its surrender if he had not been relieved by the English army by midsummer day. Consequently the English king, Edward II, assembled a mighty force of 20,000 men at Wark in Northumberland and marched to Stirling.

With only 5,000 men at his disposal, Robert Bruce had to pick his battlefield well. He

□ Bannockburn is 2 miles south of Stirling, just 9 on M90/M19. Most of the battlefield is preserved. Heritage centre has audio-visual presentation of battle. Site open all year. Heritage centre, winter 11am-3pm summer 10am-5.30pm. Accommodation: the King Robert Hotel (0786 811668) by the heritage centre is more functional than luxurious. Stirling has ample hotels — recommended is the Royal in Henderson Street, Bridge of Allan, (0786 832284). S & B at Castlecroft, Balgonie Road, Stirling (0786 474933). Further reading: Barrow, *Robert Bruce* (Edinburgh University Press 1985), *Albion: The Scottish and Welsh Wars 1250-1400* (Osprey, 1984).



## KEENE on CHESS

By RAYMOND KEENE  
CHESS CORRESPONDENT

## Fide candidates

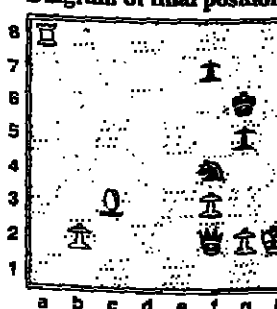
In the sixth round of the Fide candidates tournament in Sanghi Nagar, India, Gata Kamsky (United States) beat Viswanathan Anand (India) to close the gap between them to one point. Jan Timman (Holland) drew with Valery Salov (Russia). The scores are now: Anand 3.5 v Kamsky 2.5; Gelfand 2.5 v Kramnik 2.5; and Timman 2.5 v Salov 1.5. In round four, Anand opened a two-point lead with this win.

White: Gata Kamsky  
Black: Viswanathan Anand  
Fide candidates,  
Sanghi Nagar, 1994.

## Queen's Indian Defence

1 d4 Nf6  
2 c4 e6  
3 Nf3 b6  
4 a3 Bb7  
5 Nc3 d5  
6 exd5 Bxd5  
7 Bc2 Be7  
8 Qc2 0-0  
9 e4 Nc3  
10 Bxc3 Nd7  
11 0-0-0 c5  
12 h4 b5  
13 Rf3 a5  
14 c5 cxd5  
15 Bxb5 Nf6  
16 Ng5 Obe  
17 axd5 Rxc8  
18 Bb7 Bxd5  
19 Bxc8 Rxc8  
20 Rxd5 axd5  
21 Qf5 Qa6  
22 Kd2 g6  
23 Qc5 Re6  
24 Rg3 d4  
25 Bxd4 Bx4  
26 axb4 Rxe5  
27 Rxe5 Qc4

## Diagram of final position



## British championship

In the first round of the British championship in Norwich, the top seeds Hennigan, Emms, Watson, Hebden, Motwani and Howell all won their games.

Winning Move, page 44



# Punitive action would close land and sea borders and freeze funds in rump Yugoslavia

## UN plans to isolate Serbs by imposing tighter sanctions

FROM JAMES BONE IN NEW YORK

THE major powers are preparing a new package of United Nations sanctions that would virtually cut off Serb-held areas of the former Yugoslavia from the outside world.

The Times yesterday obtained a draft Security Council resolution outlining the new sanctions, intended to punish the Serbs for rejecting the latest Bosnian peace plan.

Members of the Contact Group on Bosnia-Herzegovina — Britain, France, Germany, Russia and the United States — are still discussing the draft, but diplomats said there was broad agreement on the proposals after the foreign ministers met in Geneva on Saturday.

The proposed new measures include:

□ A ban on all Serb officials

and military officers leaving the Serb-led rump Yugoslavia or Serb-held parts of Bosnia and Croatia, unless specifically authorised.

□ A ban on all land traffic entering or leaving rump Yugoslavia, unless approved for humanitarian reasons.

□ A directive to all states to erect "physical barriers" to prevent unauthorised vehicles crossing their borders into Yugoslavia.

□ An order that any vehicles allowed to cross the border into Yugoslavia carry only enough fuel to get them to the "nearest refuelling location".

□ A requirement that all humanitarian shipments into the rump Yugoslavia be "inspected to verify their contents".

□ A ban on any river traffic on the Danube from docking in Yugoslav ports, unless specifically authorised.

□ A ban on funding from abroad of Serb authorities or public undertakings.

□ A freeze on all "funds, property and interests in property" controlled directly or indirectly by the authorities of the rump Yugoslavia.

□ Permission for countries to sell Serb property such as ships and rolling stock seized under existing resolutions, provided the proceeds are put in a frozen account in the name of the owner or forfeited to the seizing state.

The new resolution is expected to be presented to the Security Council this week with a second resolution pledging to relax the existing UN sanctions if the Bosnian Serbs accept and implement the Contact Group peace plan.

On Monday, Security Council ambassadors met Boutros Boutros Ghali, the UN Secretary-General, to discuss the future of the UN peacekeeping operation in the Balkans. Dr Boutros Ghali has said the 36,000-strong force will have to leave if tougher action is taken against the Serbs.

A number of countries, such as Britain, sought to reassure the UN chief that the Contact Group would not endanger UN troops on the ground.

Diplomats say that after the first step of tighter sanctions, the Contact Group is planning to press for stricter enforcement of weapon-exclusion zones in Bosnia. The onset of enforcing the tighter sanctions will fall on neighbouring countries, but they can expect more assistance from the European Union.

Leading article, page 17



Bosnian Serb soldiers cooling off yesterday in the River Usora, which separates Serb-held territory from Muslim land, as their comrade keeps watch

## Milosevic accuses Bosnian Serbs of treason

FROM JOEL BRAND IN SARAJEVO

PRESIDENT Milosevic of Serbia, seen as the main instigator of the wars in Bosnia and Croatia, has castigated the Bosnian Serbs for rejecting the latest peace plan.

In words almost unimaginable between Serb leaders, he said: "If at this time when peace is offered you usurp the right to decide on the fate of

Yugoslavia, you as leaders eliminate all possibility of further relations with us."

Besides the threat to cut all relations, the letter from Mr Milosevic to the Bosnian Serb leadership, added: "If you fail to accept peace, you will commit the greatest ever treason against Serb interests."

Despite the tough language, diplomats and officials close to the peace process believe Mr Milosevic's true sentiments will be manifested by

whether or not he cuts off military and financial aid to the Serb rebels.

The appearance of a growing rift between Mr Milosevic and Radovan Karadzic, the Bosnian Serb leader regarded as a "frontman" for the Serbian President, may be a theatrical attempt to keep international pressure off Belgrade. If the clash were not merely for show, Mr Milosevic, the officials claim, would be more likely to make his position

known behind closed doors. Mr Milosevic's letter came as momentum was gathering among the five Contact Group countries to punish the Bosnian Serbs for rejecting the latest peace plan.

Lieutenant General Sir Michael Rose said yesterday that fighting across Sarajevo's frontlines has, in recent days, reached a level that is "probably higher" than before February's Nato-backed ceasefire.



## Opposition lines up to grill Berlusconi

FROM PHILIP WILLAN IN ROME

SILVIO Berlusconi, the Italian Prime Minister, yesterday faced a potentially bruising parliamentary debate on his first three months in power.

With his personal popularity on the slide, his coalition divided and his economic programme under fire from the governor of the Bank of Italy, opposition leaders were relishing the opportunity of exposing the conflicts of interest between the Prime Minister's public role and his extensive business empire. His erstwhile allies in the Northern League, a member of Signor Berlusconi's coalition, were

expected to join in rubbing salt into his fresh wounds.

An opinion poll released this week showed that public support for Signor Berlusconi had slipped from 33.4 to 21.4 per cent over the past six months. Perceived conflicts of interest and a damaging clash with Milan's anti-corruption magistrates have taken the shine off the tycoon's carefully crafted image.

In contrast, Gianfranco Fini, the leader of the far-right National Alliance, saw his stature boosted by his patient efforts at mending fences in the coalition. About 20.3 per

cent of Italians said they would choose Signor Fini if they could directly elect the Prime Minister.

Signor Berlusconi's pledge to distance himself from his £5 billion a year television-supermarket business empire, by putting his Fininvest company into a blind trust, was expected to be at the core of the evening debate. The proposal has already been rejected by Umberto Bossi, the leader of the Northern League.

"He should not be Prime Minister," Signor Bossi told the *Corriere della Sera* yesterday. "Imagine what will hap-

pen when we come to privatise Telecom, with the cellular phones and cable television businesses. That will be a laugh, to see how public and private interests overlap."

Signor Bossi has promised to unveil his draconian plan to keep the Prime Minister out of the way of temptation.

Signor Berlusconi suffered more humiliation when Antonio Fazio, the Governor of the Bank of Italy, said on Monday that the government's economic programme risked plunging the economy into "a vicious circle of high interest rates and inflation".



Fini: gaining in political stature

## Tapie fights for furniture

FROM REUTER IN PARIS

BERNARD Tapie, the politician and football boss, went to court yesterday to fight his bank's seizure of art and furniture from his Paris home, judicial sources said.

Mr Tapie's case against Credit Lyonnais will open in Paris on August 16, the sources said. The bank seized the goods last week, saying it would auction them to raise money to put towards M Tapie's debts of 1.22 billion francs (£148 million).

Some of the proceeds will be given to the French treasury, which is investigating alleged tax evasion by M Tapie and

business fraud over his 225ft luxury yacht, the bank said. M Tapie is expected to ask that the goods be returned or that the bank be barred from selling them.

Mr Tapie, who was elected to the European Parliament in June, has argued that the seizure was illegal because his debt dispute with the bank had already prompted legal proceedings. The date for that hearing is October 26.

The bank, which is saddled with financial troubles of its own, has been aggressively pressing M Tapie to repay his debts. In May, the bank tore

up an agreement that gave the politician five years to pay back the money. M Tapie says the contract is still in force, but the bank argues that he invalidated the deal by missing repayment deadlines.

The bank has laid claim to his Paris home and the cash in his holding company, Bernard Tapie Finance. It has also obtained a court order barring him from selling his yacht.

M Tapie has valued his furniture and art collection at 300 million francs, his home is said to be worth 250 million francs and his yacht could fetch 70 million francs.

## Warning by Major on Baltic ambition

BY ANATOL LIEVEN

TENSION surfaced over Lithuania's desire to join the European Union yesterday as John Major made the first official visit to the Baltic states by a British Prime Minister.

Mr Major told his hosts that Britain welcomed their independence and favoured their joining the EU but that this would have to be a gradual process and they would have to prepare themselves well.

During his five-hour visit to Vilnius, Mr Major met the leaders of all three Baltic states. Differences were apparent between Baltic hopes and British caution.

Speaking at a joint news conference with his three Baltic counterparts, Mr Major said that Nato membership for the Baltic countries and the rest of Eastern Europe was far from inevitable. "There is a changing shape across Europe at the moment. That changing shape is moving quite satisfactorily. What nobody needs to do is to disrupt that by pushing too fast and too hard."

Mart Laar, the Estonian Prime Minister, said: "The best thing for us is to integrate into all European institutions that are open to us."

Mr Major said: "It is a very fierce competitive world inside the EU and one has to prepare oneself or else the Baltic economies will suffer. You have to take it all at a very measured pace and that is what we are trying to do."

Valdis Birkavs, the outgoing Latvian Prime Minister, replied: "Step by step, but fast."

## Chechen rebels manoeuvre for power

FROM ANATOL LIEVEN IN MOSCOW

AS THE civil war in Russia's breakaway north Caucasian region of Chechnya intensifies, opposition forces yesterday declared President Dudayev removed from power. The President has denounced the opposition as Russian agents and declared his determination to remain in office.

Reports from the Chechen capital, Grozny, say that it is still in General Dudayev's hands and there are no immediate signs of an opposition attack. The rebels, however, seem to be in control of much of the countryside, and are almost certainly receiving arms and money from Russia.

Russia has intensified its pressure on Chechnya since the deaths on Friday of four Russian civilians in a hijacking by Chechen criminals in



the neighbouring town of Mineralnye Vody. The Russian government has accused General Dudayev of turning Chechnya into a haven for bandits and spreading instability to neighbouring regions.

On Monday, Moscow television broadcast an interview with senior Russian officials who displayed several photographs of severed heads. The officials claimed that the heads belonged to Chechen opposition members who had

helped Russian police in the hijacking case and had been killed by General Dudayev as a punishment. The Chechen government has dismissed this accusation as a "crude lie".

The activities of the "Chechen mafia", a network of Chechen businessmen and criminal bosses — categories which are often interchangeable in Russia — has spread as far as London, where two of its members were murdered in a feud this year.

The presence of Chechens in Russia has led to fears of a possibly widespread terrorist movement if Russia does intervene in Chechnya. Chechen leaders have repeatedly threatened terrorist actions against Russian nuclear power stations in the event of a "Russian invasion". The Russian government is openly

backing the Chechen opposition and the claims to authority of its "Provisional Council". Moscow has threatened to intervene in Chechnya to protect ethnic Russians. President Dudayev responded by ordering a general mobilisation last weekend.

Under the leadership of General Dudayev, a former Soviet air force general, Chechen nationalists staged an armed revolt and declared independence from Russia in October 1991.

After initially threatening to intervene, President Yeltsin backed off. For the past two years, he has largely ignored Chechnya, whose independence has not been recognised by any foreign state.

Russians fear getting involved in what might prove a bloody and long-running guerrilla war in the mountains of Chechnya.

## Pilot error blamed for Airbus crash

FROM CHARLES BREMNER IN PARIS

Confusion on the flight deck and three seconds of hesitation by a fired chief pilot split the difference between life and death for the seven people aboard an Airbus A330-300 which crashed on take-off during a test flight at Toulouse in June, investigators reported yesterday.

In a preliminary report, the state inquiry cleared the high-technology aircraft of any fault and found that a combination of human factors, including confusion and complacency, contributed to the crash which cost the lives of Nick Warner, a Briton, 51, the European consortium's chief test pilot,

four other Airbus employees, and two Alitalia pilots.

The twin-engine aircraft, one of the new generation that is flown through commands to computers, could have been saved if Warner had not hesitated for three seconds before disengaging the automatic pilot and taking manual control when the aircraft stalled soon after take-off, the preliminary report said. Recreating the accident from a wealth of data being transmitted to the ground during the test flight, the investigators criticised the failure to assign clear duties to the crew during the flight, which involved cutting off one engine after take-off.

Warner, it said, was fired after a long day's duty and the crew may have been complacent because of their previous ease in flying the aircraft.

The French co-pilot, who was handling the take-off, set a too-low target altitude on the automatic pilot, used the wrong engine power for take-off, and then rotated the aircraft at too steep an angle, creating the conditions for a stall, the report said. Warner was busy preparing for the simulated engine failure, an extremely delicate manoeuvre on any aircraft during take-off, and failed to notice the entry to a stall at 700ft from the ground, the report

said. He shouted: "What's happened?" Three seconds passed before he took manual control and recovered from the stall.

Although the aircraft had resumed flying, it was too low and hit the ground. "If the switch to manual flying had been carried out three or four seconds earlier and done swiftly, the accident could have been avoided," the report said.

The inquiry body called for a review of the altitude function on the high technology autopilots of Airbus and other aircraft and also urged the European consortium to assign tasks to crew members before all flights.

Model shown Series 3a from £199.95 inc. VAT, rrp.

# YOU SHOULD HAVE ONE BUY NOW

THE PRICES ARE DOWN!

**PSION SERIES 3** The world's most powerful, most versatile pocket computer - down to an incredible £129.95 (128k model), £149.95 (256k model).

SAVE up to £50

**SPECIAL OFFER FOR TRAVELLERS** Berlitz Phrasebook\* - translates 2,800 popular phrases between 13 languages - down from £59.95 to £29.95 rrp when you buy any Psion Series 3a.

SAVE £30

**EXTRA MEMORY** New lower prices for SSD Memory packs: 128k to 4Mbyte Flash and 128k to 1Mbyte RAM.

SAVE £5 to £100

**PLUG-IN SOFTWARE\*** The software range is growing in size and coming down in price.

SAVE up to £40

PSION SERIES 3

Available at selected outlets of: Argos, Alders Dept Stores, Berrys of Hinthorn, Buxtons, Currys, Dixons, Flannels, John Lewis Partnership, PC World, Selfridges, Silca Stores in Debenhams, Ryman, WH Smith, Wallace & Horwood, Duty Free Outlets and Independent Computer Dealers. PSION UK PLC 01753 366 366 or 262 5780



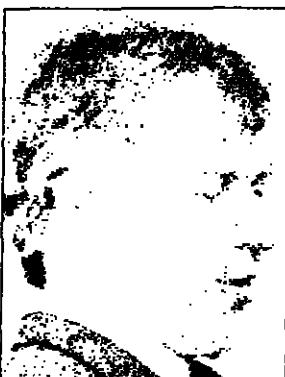
# Clinton aide refuses to be White House 'fall guy' on Whitewater

FROM MARTIN FLETCHER IN WASHINGTON

ROGER Altman, Deputy Treasury Secretary and one of President Clinton's top economic advisers, was fighting to save his job as he went before the Senate's Whitewater inquiry last night.

Mr Altman entered the nationally televised hearing saying that he did not intend to be the Administration's "fall guy" on Whitewater. However, his already weak position had been further damaged during the Senate banking committee's seven-hour grilling of Jean Hanson, the Treasury counsel, on Monday.

Testifying under oath, Ms Hanson and other witnesses had reinforced the senators' belief that Mr Altman had improperly kept the White House abreast of a supposedly independent investigation of the failed Arkansas bank at the heart of the Whitewater



Altman: portrayed as the sacrificed friend

affair, and had subsequently misled Congress about his conduct.

The White House has so far offered Mr Altman only lukewarm support, and *The Wall Street Journal* yesterday portrayed him as the "friend of Bill" thrown off the back of the sleigh to allay the pursuing wolves.

The congressional hearings are attempting to determine whether the White House sought to impede the investigation of the bank. Madison Guaranty, by the Treasury-controlled Resolution Trust Corporation (RTC), to protect the President, Madison's owner, James McDougal, was Mr Clinton's partner in the Whitewater development corporation and is accused of channelling its funds to the Arkansas Governor in return for regulatory concessions that

kept the bank open. Madison finally collapsed in 1989 at a cost to the taxpayer of \$60 million (£39 million).

Ms Hanson contradicted Mr Altman's evidence to the committee last February in which he claimed he had been unaware that she had briefed Bernard Nussbaum, the White House counsel. She said she had been instructed to do so by Mr Altman.

RTC officials testified that the Treasury's repeated briefings of the White House were "wholly improper", and painted a picture of Mr Altman hastening to keep the White House informed about the progress of their work despite their cautions.

The senators were also preparing to interrogate Mr Altman about a meeting he had with Mr Nussbaum on February 2. In his earlier testimony Mr Altman suggested he mentioned the RTC's investigation only briefly in that meeting. However, the committee has since obtained a diary kept by Joshua Steiner, a top Treasury aide.

This suggested that Mr Nussbaum put Mr Altman, then acting head of the RTC, under "strong pressure" not to excuse himself from the Whitewater case because the White House wanted him, as a political ally, to keep monitoring the investigation. But Mr Steiner, testifying before Mr Altman gave evidence yesterday, claimed his diary was inaccurate and denied that Mr Altman had lied or been evasive in his answers to the earlier investigation hearing.

A string of top White House and Treasury officials have told the congressional hearings that while the briefings were a mistake, they violated no rules and did not lead to any interference in the RTC's work.

Until recently Mr Altman, a friend of Mr Clinton's since their student days, had been regarded as one of the Administration's rising stars and almost certainly the successor to Lloyd Bentsen, the elderly Treasury Secretary. Formerly a millionaire Wall Street investment banker, he had played a key role in the formulation of the Administration's economic policies, and in its battles for healthcare reform and the North American Free Trade Agreement.

## Stones roll back the years in classic US show

FROM SARAH HARTLEY IN WASHINGTON AND BEN MACINTYRE IN NEW YORK

WITH four million watts of power, 176 tonnes of steel backdrop and plenty of attitude, the Rolling Stones, still moss-free after three decades on the road, took to the stage in Washington, proving that while other rock bands may be feeling their age this one will Not Fade Away.

The first instalment of "Voodoo Lounge", the Stones' seventeenth US tour in 30 years, was electrifying stuff, a mixture of old and new songs performed amid a futuristic stage set including a towering cobra, video screen, a goat with lolling tongue and the trademark red lips.

"I've been in Washington for a week. I haven't heard so much about healthcare since Bill [Wyman] left the band," quipped Mick Jagger, 51, going on 21. The sell-out crowd of 60,000 was on its feet throughout the two-and-a-half-hour concert on Monday night at RFK Stadium, the first stop in a 43-city world tour.

"We wanted to come on their first night," said Tom and Paige Louthan, thirty-something fans, "just in case they're hospitalised after the first night."

In a 27-song set, the band mixed gutsy renditions of old

favourites with material from the new "Voodoo Lounge" album and the odd spicy political remark. After a performance of Haitian drumming, Jagger observed: "We said to Bill Clinton you can come on any night you want... he's still trying to make up his mind," a reference to the possible US invasion of Haiti.

Jagger, as loose-limbed, prancing and pelvic as ever,

hurled around every inch of the 156ft stage, and even though Charlie Watts is said to need a crib sheet of the lyrics alongside his drums these days, Jagger paid his own, characteristic tribute to the band's status as the hardy perennial of pop: "Not bad for a bunch of old farts," he shouted.

The concert took place 30 years to the day after the band first entered the US

Top 40 with "Tell Me (You're Coming Back)".

But if the Rolling Stones have survived the passing years in fine fettle, there are signs that the 1960s music legacy may not be so healthy elsewhere.

On the day of the Stones' concert, one of two competing events to mark the 25th anniversary of the Woodstock festival was cancelled, as backers withdrew com-

plaining of poor ticket sales. Shea Entertainment Inc, which had planned to hold a nostalgic concert on August 12-14 on the site of the 1969 festival near the town of Bethel in upstate New York and featuring some of the original performers, announced the event had been cancelled with only 1,650 of 50,000 tickets sold.

"There is very little we could do as there was just no

interest in the festival," said a spokesman for the promoters. "The world just didn't have the interest we thought it did."

Organisers of the other, larger concert in nearby Saugerties, which will feature a more modern array of music, is facing similar, if less dire, problems.

Marianne Faithfull, page 14  
Concert review, page 37



Mick Jagger performing "Tumbling Dice" at the opening concert of the Rolling Stones' world tour in the RFK Stadium, Washington

## Nation to hear case for intervention in America's backyard President uses TV to sell Haiti invasion

BY MARTIN FLETCHER IN WASHINGTON AND DAVID ADAMS

PRESIDENT Clinton is expected to use a nationally televised news conference tonight to start building public and congressional support for an invasion of Haiti that is conspicuously lacking.

Leon Panetta, the White House chief of staff, said Mr Clinton was also planning to explain why it was in America's interests to restore democracy in Haiti.

The President is expected to argue that the 1991 military coup made Haiti the Western hemisphere's only non-democracy except for Cuba. The country is in America's "backyard". It is a source of illegal drug shipments to America, the home of several thousand US citizens, and threatens to swamp Florida with refugees. "The arguments are there," insisted Mr Panetta.

In spite of Sunday's United

Nations vote authorising an invasion, Mr Clinton faces an uphill task persuading his country to back an invasion. Polls show a majority of the public are opposed, and there is little support on Capitol Hill except among black congressmen and those from Florida.

"There is no emergency in Haiti requiring the dispatch of American troops," Robert Dole, the Senate's Republican minority leader, declared on Monday as he tabled a resolution urging Mr Clinton to seek congressional as well as UN approval before ordering an invasion.

The *New York Times* said yesterday that an invasion would be a "big mistake". *USA Today* said an invasion was a "lousy idea for a whole raft of reasons... Clinton has no business setting the USA up as the [emergency] opera-

tor for every nation in turmoil". The *Washington Times* said there was no justification or clear strategy for military intervention. However, yester-

A former Haitian senator and army ally, Reynold Georges, was shot in the back by police in Port-au-Prince only hours after calling for the resignation of Lieutenant-General Raoul Cédras and a purge of the officer corps. According to his wife, he was shot on Monday night and taken to hospital.

day Haiti's neighbour, the Dominican Republic, signed an agreement with America to allow an international observer force to monitor smuggling across the Haitian border, in

an effort to tighten a leaky embargo against Haiti's military junta. The deal was reached after lengthy talks, complicated by a domestic crisis in the Dominican Republic following a general election in May that was widely denounced as fraudulent.

The agreement signed by Jean Hérinck, the US Ambassador, and Juan Taveras, the Dominican Foreign Minister, provides for six US military helicopters to patrol the Haitian border with a team of 88 observers under the control of the Pentagon.

The observer force will attempt to cut the flow of contraband fuel across the border. Under the embargo fuel tankers are banned from reaching Haiti, but smuggled petrol is in plentiful supply on the streets of Port-au-Prince.

although prices have risen to \$11 (£7) a gallon.

Joaquin Balaguer, the Dominican President, has publicly opposed the international embargo against Haiti, in part because his country benefits economically from commerce between the two countries, which share the same island. But after the May 16 elections Señor Balaguer's bargaining position was seriously weakened due to widespread accusations of official fraud by international observers.

Señor Balaguer declared himself the winner by a narrow margin but the final election results have yet to be announced by the electoral board. Analysts suspect that Señor Balaguer agreed to the US border monitors as part of a trade-off for Washington's acceptance of his election victory.

## Female cadet loses battle to save her hair

FROM IAN BRODIE IN WASHINGTON

JUDGE Weston Houck has ruled that a female cadet who has gained admission to an all-male military college must undergo the ritual humiliation endured by all recruits of having her head shaved.

Shannon Faulkner, 19, had fought hard through the courts to be the first woman to attend The Citadel, an institution of formidable reputation in Charleston, South Carolina. She went back to court, however, to object to losing her sandy hair, which falls below her shoulders in a French plait.

Val Vojdik, her lawyer, argued that shaving her head would be an act of contempt intended to turn her into a freak. "She will look strange, she will be stigmatised," she said. "You're forcing her to undergo what is considered punitive and degrading."

To underline her point, Ms Vojdik showed the court pictures of French women whose heads were shaved as a pun-



Faulkner: won battle to attend The Citadel

ishment for fraternising with the Nazis during the Second World War. "I don't think any woman should be forced to undergo public humiliation to get a public education," Ms Vojdik declared.

The Clinton Administration sided with Ms Faulkner in a brief from the Justice Department arguing that women at West Point and other federal military academies were not bound by the same haircut rules as men. But The Citadel is an anomaly, an all-male military college of 2,000 cadets funded by the state of South Carolina, not the Pentagon.

A lawyer for The Citadel agreed that subjugation was the point of the ritual in which a barber armed with clippers removes a head of hair in about 15 seconds. Forcing Ms Faulkner to have her head shaved would enable her to enter fully into the rigorous culture of the school, said Dawes Cooke. "What it means is a symbolic relinquishing of individuality," he said.

## Jackson couple banks on wedded bliss

BY BEN MACINTYRE

THE secret 15-minute ceremony uniting Lisa-Marie Presley, only daughter of the late Elvis Presley, and Michael Jackson, which took place in May in the Dominican Republic, has left many Americans wondering why or, more precisely, how much?

As the sole heir to the King, Miss Presley, 26, brings as her dowry an estate valued at between \$100 million (£65.3 million) and \$150 million, which grosses another \$20 million a year from royalties, fees for use of the Presley name and sundry other properties.

Jackson, ageless at 35, is worth an estimated \$150 to \$200 million, and is ranked number 12 in the list of the world's most highly-paid entertainers. In the 1992-3 financial year he earned an

estimated \$42 million from his 300 different businesses.

In 1984 Jackson purchased the rights to 4,000 songs, including much of the Lennon-McCartney catalogue, songs by Little Richard and also music by the father of the bride, Elvis Presley. The new Presley-Jackson partnership is probably the most valuable and powerful musical business in the world.

In former times, when dynasties interlocked, ambassadors would work out the fine print in private. These days that work is done by highly paid nuptial lawyers and Raoul Felder, the celebrity divorce lawyer, has speculated that the Presley-Jackson union is hedged about with "the mother of all pre-nuptial agreements".

Without one, Mrs Presley-

Jackson, who takes over complete control of Elvis's Graceland estate on her 30th birthday, would be entitled to half her husband's earnings.

At the time of Elvis Presley's death in 1977, his estate was valued at \$25 million, but with the success of the Graceland tourist centre and the enduring popularity of Presley's music, it has increased in value every year. When Presley's father, Vernon, died in 1979, Lisa-Marie became the sole surviving heir.

Miss Presley obtained a divorce from Danny Keough, a musician, just three weeks before her second wedding. She has two children, aged five and one.

The couple has declined to comment on a possible pre-nuptial agreement because, of course, their union is based on

pure love. They are, as Mrs Presley-Jackson put it, "both very private people living in the glare of the public media".

That is why they have chosen, as a honeymoon hideaway, a sumptuous 12-room duplex in Trump Tower in the middle of New York's Fifth Avenue, which was yesterday under siege from hundreds of fans and journalists.

Donald Trump, the New York tycoon, who is himself something of an expert on celebrity marriages, has taken on the role of unofficial spokesman for the newlyweds. "The whole thing is wild, isn't it?" Mr Trump said, who could not resist speculating on the children which may result from this unlikely union. "Can you imagine what they'll produce?" said the gracious host.

## Saddam emerges as great survivor

FROM MICHAEL THEODOULOU IN NICOSIA



Saddam: encouraged by United Nations rifts

RELYING on terror tactics to ensure his grip on power while he co-operates with United Nations weapons inspectors, President Saddam Hussein of Iraq appears increasingly confident that he can survive the suffocating international embargo triggered by his invasion of Kuwait four years ago yesterday.

Visitors to Baghdad say that Iraqis have become resigned to the fact that nothing can remove the dictator, who has survived two Gulf wars, bloody rebellions, coup plots and assassination attempts. "He has fostered the myth of his invincibility by moving

against his enemies before they even think of moving against him," said an Iraqi businessman who recently visited Baghdad.

In recent speeches, dismissed as "mystical nonsense" by his critics, Saddam has compared himself to past heroes of Babylon, and boasted with apparent conviction about having improved the lot of the Iraqi people. Opposition groups expect him soon to name Uday, his feared son, as Vice-President.

In another sign of confidence, Saddam has delayed the partial reopening of an oil pipeline to Turkey because he does not like the

terms of the deal, the *Middle East Economic Survey* said yesterday. Some proceeds from the sale of that oil would buy humanitarian aid for Iraq, but Saddam is opposed to UN monitors ensuring that goods are shared among all Iraqis, including the rebellious Kurds, who are protected by an allied air umbrella.

He has been encouraged by a rift in the UN Security Council between America and Britain, which want sanctions maintained, and Russia, France and China which argue that Iraq should at least be commended for its co-operation with weapons inspectors.

### 83% of callers get a cheaper buildings insurance quote from us.

One free call could save you £££'s.

- ✓ We'll do the 'shopping around' to find you the right cover at a competitive price.
- ✓ We deal with leading UK insurance companies - so you can be sure of top-quality cover.
- ✓ We offer up to 15% discount for the over 50's.
- ✓ Monthly payments are available to help you spread the cost of insurance.
- ✓ Immediate cover can be given in many cases.

✓ FREE GIFT OFFER - a useful smoke alarm will be yours when you start your policy.



Call us FREE on 0800 616385 today

PLUS! Limited offer - start your policy before 30th September and we will refund you the first £25 of any fee that your building society may charge for changing your insurance.

Call FREE now on 0800 616 385

The lines are open 9am-8pm weekdays, and 9am-2pm Saturday. Please quote reference P5708

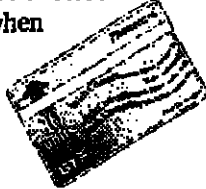
You don't have to bank with us to bank on us.

**Lloyds Bank Insurance Direct**

General insurance advice is provided by Lloyds Bank Insurance Direct, a division of Lloyds Bank Insurance Services Limited, which is a subsidiary of Lloyds Bank Plc. Registered in England No. 984988. Registered Office: 7 Perryway Road, Havant, Hampshire RG14 3JZ.

FREE BT Phonecard

worth £1 when we send you your quotation.



JP 11/10/94



Operation Gabriel commander says conditions 'are better than expected'

# First British troops in Rwanda assess humanitarian goals

FROM AIDAN HARTLEY IN KIGALI AND PETER SMERDON IN MUGUNGA, ZAIRE

AN ADVANCE team of British troops flew into Kigali, the Rwandan capital yesterday, as Operation Gabriel, a mission to save victims of war and disease got under way.

Lieutenant-Colonel Michael Wharmby and a 20-strong party from 5th Airborne Brigade strode off two Royal Air Force Hercules C130 planes at the start of the first major British deployment in Africa since the end of the colonial era.

"The British force, numbering about 600, is here to work as part of the United Nations Assistance Mission in Rwanda (Unamir)," Colonel Wharmby told reporters.

Britain last sent a large

body of troops to oversee multiracial elections at the end of the Rhodesian guerrilla war 14 years ago. Joining forces from the United States, Canada, Australia and a handful of African nations, the British will send medical teams to the northwest of the country to treat exhausted refugees returning from camps in Zaire.

Many of the refugees are sick with cholera, dysentery or other diseases that have already begun to spread to Rwanda after killing about 20,000 people so far in Zaire.

Colonel Wharmby said an engineering unit based in the northern town of Byumba would also work to repair roads and provide clean water

to people in a country where rivers are polluted by human corpses. The north is scattered with land mines and Colonel Wharmby said his troops were equipped to clear them.

"Kigali must once have been a beautiful city. It's going to take a long time to set things up in working order again, but it was certainly not the scene of total devastation we had expected to find," Colonel Wharmby said.

Most of the bodies that littered roadsides have been buried in Kigali, where aid workers counted 60,000 corpses in April, but electricity and water supplies are still down.

The soldiers are armed only for self-protection, carrying pistols or SA80 rifles, and if they are attacked they will rely on ill-equipped UN African forces to help them.

Colonel Wharmby emphasised that Operation Gabriel was a humanitarian mission and that their role, unlike the UN task in the former Yugoslavia, was not as peacekeepers.

An estimated 20,000 defeated Rwandan troops are living off international food aid in the bush in Zaire, but they have given no sign of preparing a counter-attack or guerrilla operations into their homeland.

The UN High Commissioner for Refugees, which is co-ordinating the international relief effort, says it is not supplying the Rwandan troops with anything until they are out of uniform when they will be classified as civilians. However, as much as 8 per cent of the food supplies delivered to the camp by aid agencies is siphoned off by the defeated army.

□ **Brisbane:** The widow of Juvenal Habyarimana, the Rwandan President whose death in suspicious circumstances triggered the civil war, has ordered her lawyer to press charges against a minister of Rwanda's new government for allegedly inciting his killing. (Reuters)

## Aid agencies fear new huge exodus

BY LUCY BERRINGTON

LIVES can still be saved despite the "hellish situation" in Rwanda and Zaire, according to a senior United Nations official launching an appeal for almost half a billion dollars in aid.

Peter Hansen, UN assistant secretary-general for humanitarian affairs, said in Geneva: "There are still very real life-saving needs that will not be met unless further contributions are received."

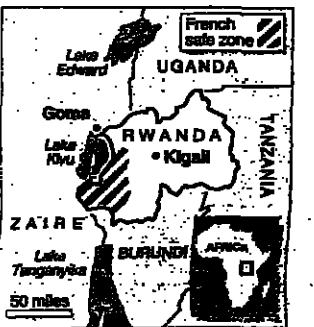
The death rate among Rwandan refugees in camps around Goma, in Zaire, has dropped, but disease and

dehydration are still claiming about 1,000 lives a day, the World Health Organisation said. The UN High Commissioner for Refugees says 22,000 have died.

Meanwhile, two British aid agencies said there would be another massive refugee exodus from Rwanda unless the UN force there is strengthened quickly. The agencies said the international community should supply security forces, human rights monitors and a "counter-propaganda" effort as well as humanitarian relief.

The overseas directors of Oxfam and Save the Children said up to two million Hutus would flee if French troops pull out of the southwestern "safe zone" unless they are replaced with a UN force. The UN seeks 5,500 troops by August 23. So far it has 770.

The two agencies also recommended leaflet drops and radio broadcasts to counter aid camp rumours about the massacres that drove the refugees from Rwanda.



US troops standing by as a Rwandan boy waits to collect water yesterday from an American water distribution point at Kibumba refugee camp in Zaire

## Fugitive author yearns for life in Norway

FROM CHRISTOPHER THOMAS IN DHAKA

TASLIMA Nasreen, the Bangladeshi writer threatened with assassination by Islamic extremists, is urgently trying to leave the country to accept political asylum abroad.

The feminist author has decided she cannot live safely in Bangladesh while religious fundamentalists, accusing her of blaspheming Islam, continue their aggressive campaign for the suppression of secular writers, editors and activists. The weak and divided Dhaka government has not dared arrest clerics issuing the death threats.

Ms Nasreen's first choice of exile is Norway, where few Muslims live. She has been told through intermediaries that the Oslo government would be happy to receive an application for asylum.

Pen, the international writers' union, is working on her behalf, but her whereabouts in Dhaka are known only to a few officials of an international human rights group seeking to ensure her safety.

Norway has invited Ms Nasreen to attend a symposium on freedom of expression being organised by its authors' union from September 21 to 23. Publicity material already claims she will attend; a move intended to embarrass Dhaka if it fails to ensure that she is able to do so.

A Dhaka court is due tomorrow to consider its next move after having issued an arrest warrant for Ms Nasreen two months ago, for allegedly insulting the religious sentiments of Muslims in her book *Lajja* (Shame), published in March 1993. Ms Nasreen went into hiding the same day. The case may be adjourned, giving the government time to find a solution.

The government would like to facilitate her departure abroad, but there are fundamentalists within the administration determined to see her stand trial. If she flees, they want her tried in absentia. The maximum penalty would be two years' jail. Ms Nasreen may feel she has no alternative but to run across the border into India and to life in exile.

## NEWS IN BRIEF

### Murder of BBC man in Kabul censured

London: The BBC has condemned the cowardly killing of Mirwais Jalil, 25, one of its most trusted reporters in Kabul, who was dragged from his car and shot (Michael Binyon writes).

Mr Jalil was killed on Friday after interviewing Gulbuddin Hekmatyar, the fundamentalist Prime Minister, whose forces are locked in combat with those of moderate President Rabbani.

Letters, page 17  
Obituary, page 19

### Jobs watch

Washington: A growing number of companies is keeping an electronic eye on workers, according to the International Labour Organisation, citing a US survey which showed that about 20 million Americans may be monitored. (Reuters)

### Timor visit

Jakarta: Indonesia's military has banned protests in East Timor before a trip planned by Japanese lawmakers and journalists, the first foreigners to visit since police brutally broke up demonstrations last month. (Reuters)

### Rapists strike

Johannesburg: A woman, 25, was raped by three men who forced her into a public toilet in the city. When she left the toilet and continued on her way she met two other men who raped her again, police said. (Reuters)

### Highway alert

Wellington: A 94-year-old woman drove for four miles down the wrong side of one of New Zealand's busiest highways. She finally stopped when an ambulance, noticing her, turned on its emergency lights. (Reuters)

### Flour power

Singapore: Chef Simon Sang Koon Sang made 8,192 foot-long noodles from one piece of dough in under a minute. He believes the feat will allow him to oust an American from the Guinness Book of Records. (AP)

## Trial delay fuels rumours that Abiola will be freed

BY MICHAEL BINYON, DIPLOMATIC EDITOR

THE trial of Chief Moshood Abiola, who is generally accepted as the winner of last year's Nigerian presidential election but is now accused of treason by the military regime, was yesterday adjourned until today as speculation grew that the government is ready to free him.

Judge Muhammad Mustapha ordered the adjournment because of what he described as the prosecution's inability to argue a motion, filed by Chief Abiola's defence, asking for the trial to be struck out. The case has brought Nigeria almost to a standstill, with widespread strikes crippling the vital oil industry.

Oil union leaders said yesterday that their members would continue their strike even if Chief Abiola were released: they would remain out until the regime agreed to begin talks on how to transfer power to the chief. One union

leader said his blue-collar members would stay on strike until power was surrendered to Chief Abiola.

Waris Agamene, the president of Nupeng, one of the oil unions, gave a warning on Monday that his members would use violence against foreign and local oil workers who broke the five-week strike. "If they don't stop their treacherous activities, the next option will involve body bags," he said.

The Royal Dutch Shell Group, the biggest oil producer, acknowledged in a letter to the government on Monday that production had fallen by 40 per cent and was likely to fall further. Emeka Achebe, the general manager, said those still working were very tired and in constant fear of attack by striking colleagues.

Shell, Chevron, Elf and Mobil have asked the government for "urgent protection".

from sabotage. Schlumberger, the French oil services company, has begun evacuating non-essential staff and dependants from Nigeria.

Oil accounts for 90 per cent of Nigeria's exports. The strike has pushed world oil prices to their highest levels for more than a year. On Monday General Sani Abacha, the military head of government, met leaders of the armed forces and police, and state radio said the outcome of their talks would be announced soon, fuelling speculation that Chief Abiola will be freed. Strict security was enforced in Abuja, the federal capital, where the trial is being held.

Police and rioters fought each other on Monday after looters broke into shops and chased officers with machetes in the main business district of Lagos. Police used teargas against the rioters and fired shots into the air.

## Opposition boycotts Delhi rule

FROM REUTERS IN DELHI

OPPOSITION parties said yesterday that they are boycotting parliament as part of their campaign against the Prime Minister, P.V. Narasimha Rao's handling of India's worst financial scandal. He refused to accept an opposition demand that he withdraw the government's response to a parliamentary inquiry that criticised Manmohan Singh, the Finance Minister, and six ministries in the 1992 \$1.28 billion (\$86.667 million) scandal.

Mr Rao's Congress Party and the opposition are in dispute over the government's report on the scandal. Indrajit Gupta, the Communist leader, said: "We are disappointed with the Prime Minister's attitude to what I believe is the grandfather of all scams." The opposition intends to petition the government to implement the inquiry findings.

## YOU CAN TELL IF SOMETHING IS WELL DONE ON THE INSIDE BY LOOKING AT THE OUTSIDE.

If you see the AEG name on a cooker, you expect a lot. And that's exactly what you get. Even our most basic model features two ovens, whilst at the top of the range, the impressive looking machine in the picture has no less than four cooking systems to choose from.

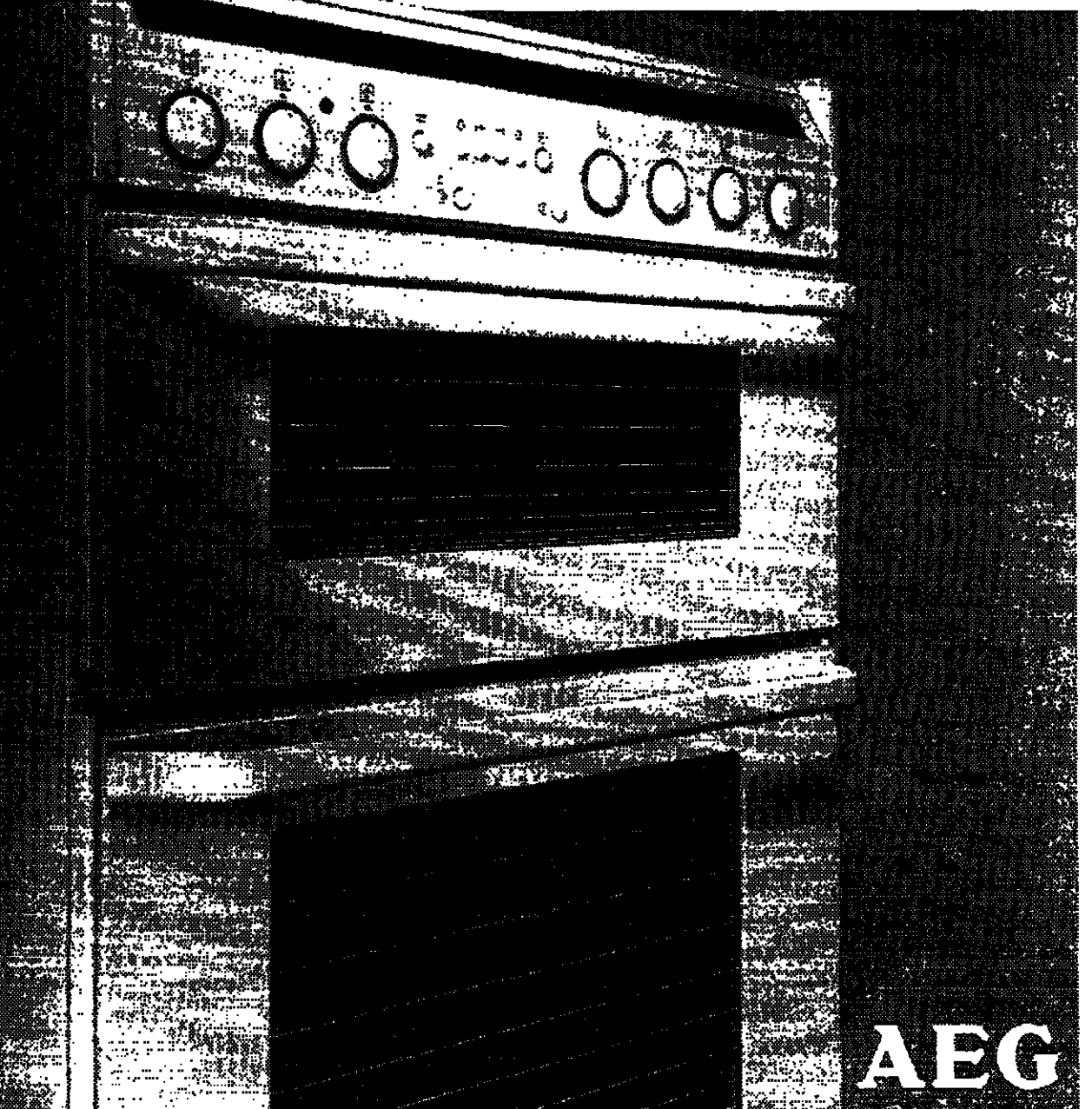
Firstly, there's conventional cooking. Then there's the Ventitherm system which circulates hot air continuously, allowing you to cook on several levels at once.

There's no basting. No turning. Nor even any pre-heating. Rotitherm cooking produces a spit roast effect, and lastly, traditional grills are housed in both main and secondary ovens.

In fact AEG is the only company which offers multi-function slot-in cookers. And of course, they all benefit from the one hundred years of experience we have in making ovens of all shapes and sizes.

Isn't it rare to come across something this well done? AEG cookers are available from most top department stores and good electrical retailers, where you'll also find our great Summer Sale offers. Prices from £549 to around £1200.

For further information on AEG's range of cookers and a list of stockists in your area, phone 0800 132332.



AEG

## China puts satellite in 'illegal orbit'

BY NICK NUTTALL  
TECHNOLOGY  
CORRESPONDENT

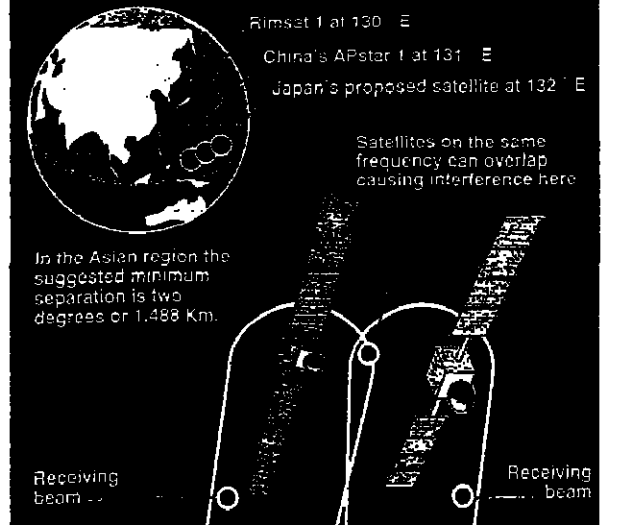
TALES of high jinks and multimillion dollar pay-offs were leaking out of Hong Kong yesterday in a high technology soap opera, starring the big satellite operators and Asia's booming television market.

In the latest twist of what is expected to be a long-running show, the Chinese are being accused of parking a new satellite in an illegal orbit and breaking international rules.

The Chinese, who launched their APStar 1 craft nearly two weeks ago to join the rapidly expanding market, deny the claims and say their craft will cause no problems for rival groups.

Japan, which plans to put a telecommunications satellite nearby, has protested to the Chinese authorities. Under industry rules operating in the Far East, satellites should be parked no

HOW TIGHTLY PACKED SATELLITES CAN SUFFER INTERFERENCE



closer than two degrees east or west of each other or 930 miles apart. Japan also claims that the Chinese craft, which can carry 24 channels is too close to a craft called Rimsat. It is

owned by an American group with links with the King of Tonga, and beams television programmes to India. The dispute highlights the increasingly clogged state of the skies

above the Pacific and Asia. Simon Twiston Davis, a writer for *Cable and Satellite Europe* who is based in Hong Kong, said yesterday: "The market for telecommunications and television is expanding dramatically and there is a list floating round of up to 40 satellites due for launch in the next three years."

"A lot are paper satellites but certainly within the next 18 months we will see up to 15. At the moment there are about 15 serving the region."

"These are the plum slots because this is the plum part of the world where real expansion is going on economically and there are a lot of financial inducements," Mr Twiston Davis said.

There are no laws governing orbital slots for satellites, only a gentleman's agreement which, as the markets expand and satellite federations give way to satellite companies, looks increasingly shaky.



## Upwardly mobile

Mobile phones are booming — but there are casualties

In Germany and the United Kingdom, which are Europe's leading markets for mobile communications, people are turning to the mobile phone at the rate of some 100,000 new subscribers a month. Peter Purton writes. In other European countries, most notably Italy and the Scandinavian countries, the current popularity of the mobile phone is no less impressive. The talk in the industry is of a boom.

"The cellular business is the world's most exciting business," says Jan Ahrenberg, marketing manager of Ericsson Mobile Communications of Sweden, the world's third largest mobile-phone maker. "We expect the market to grow by at least 40 per cent a year, sometimes 50 per cent. Cellular telephones will be as common as wired phones."

Even conservative predictions for the European mobile market are that there will be more than 20 million mobile-phone users by the end of the decade. If the current trends continue, the real figure could be more than 50 million. That compares with just two million at the end of the 1980s.

The mobile-phone industry is experiencing a "change of scale," says Anssi Vanjoki, vice-president for sales in Europe and Africa for Nokia, the Finnish mobile-phone maker. "Every product we are planning to launch we plan to make in millions," he says.

For some, however, this may turn out to be a silver cloud with a darker lining. If the industry is turning from a genteel professional electronics market into a vicious mass consumer-electronics market, how well are the current incumbents equipped for the coming battles?

The first casualties have already occurred. Some leading electronics manufacturers, such as Philips of The Netherlands and Novatel of Canada, which helped to pioneer the whole

mobile-phone business, have stopped designing and making their own mobile phones, and are instead badging equipment made by other suppliers.

"Being capable of manufacturing volume is becoming the important factor in making the market and gaining market share," says Jorgen Bredesen, general manager of the UK cellular subscriber division of Motorola, the American company.

Even for the current main players, however, moving into mass-market electronics has not been a happy experience. Ericsson, perhaps most wisely, hardly tried, but for Nokia the experience is current and painful. The company may be Europe's third largest in consumer electronics, coming after Philips and Thomson of France, but Nokia Consumer Electronics is a money-loser, not a money-maker, and there is constant speculation in the industry about its future.

For Motorola, the memories are perhaps worst of all. The company was once one of the mightiest brands in consumer electronics worldwide. But the company was squeezed out of the sector by competition from Japan in the 1960s and 1970s.

Motorola rebuilt its business by going back to concentrating on its core professional electronics businesses: high-technology, innovative projects such as cellular telephony. But now, like it or not, it seems that the company may have to face the inevitable consequence of its success and re-enter the consumer-electronics market.

Motorola's only consolation may be that this time the Japanese companies seem to be faring no better. Panasonic and NEC, once major players in the mobile-phone business, have both seen their market shares decline.

Private sector involvement in telecommunications is gathering speed, says Peter Purton, but...

## Is Europe keeping pace?

There is a wave washing across Europe's telecommunications. From a distance it looks tidal in its proportions. Closer up it turns out to be two waves: liberalisation and privatisation. At least in public, more or less all Europe's leaders have come around to supporting one, if not both, of these trends.

But there is concern in some quarters that at least some of this support may be more for show than for action, and that this could cost Europe its economic and industrial position in the next century.

Both the liberalisation and the privatisation of telecommunications have their roots in the United Kingdom. More specifically, they were thought up by Lord Tebbit, the former British Cabinet minister, before the Conservatives were elected under Margaret Thatcher in 1979. The idea was that they would both provide investment for the country's telecommunications and introduce competition to help it shape up for the 1990s. On the side, the Government also earned a tidy little packet.

These twin ideas were at first almost universally regarded with scepticism, if not explicitly opposed. But they are now being copied across Europe, from Portugal to Russia, and from Slovenia to Norway. There is hardly a country left where there is not at least some private sector involvement. In some countries the private sector is now in complete control.

Despite the aftermath of economic recession, Europeans are this year expected to spend some 300 billion Ecu (\$160 billion) on telecommunications services, and about as much again on the associated equipment. The continent accounts for about a quarter of the world's telecommunications spending. And, if anything, this proportion is increasing. Europe's growing appetite for telecommunications has been fuelled in part by the liberalisation of its telecommunications structures.

Even Germany and France, the stalwarts of monopoly telecommunications, at least claim to have become converts to the ideas of liberalisation and privatisation. In a recent address to employees, Marcel Roulet, the chairman of



Private conversation at Frankfurt station: even Germany, a stalwart of monopoly, has conformed to the privatisation trend in telecommunications

France Télécom, described the privatisation of his organisation as "inevitable". There is already competition in French telecommunications for equipment provision and mobile communications services.

In Germany, the government recently pressed through its plans for the privatisation of Deutsche Bundespost Telekom, which has been a goal of Helmut Rieck, Telekom's chief executive, ever since his appointment. Germany can now justifiably argue that, after the United Kingdom, it is the European country with the most competition in its telecommunications marketplace.

The European Commission published its famous Green Paper on telecommunications in 1987, in which it set out its strategy for co-ordinated liberalisation to create a single European telecommunications market. Since then it has successfully produced a series

of directives opening up Europe's telecommunications terminals and services markets. Governments and organisations across Europe have undertaken to pursue the same policies.

The Commission has also tackled a number of obstacles that have blocked the true opening up of markets, such as the lack of resources for standards creation and the conformance testing and approval of telecommunications equipment. The creation of the European Telecommunications Standards Institute, based in Nice, was a big step forward in addressing these issues. Another area which has been addressed by the Commission is open tendering by the main public-network operators.

The European market for simple terminal equipment, such as modems, telephones and facsimile machines, is now completely open. The market for more complex terminals, such as office telephony systems, is open in most EU countries. On the services side, the market for mobile telephony has also been liberalised in most countries. The markets for other mobile

communications technologies, such as radiopaging or mobile radio, are fairly open.

The data communications service market, particularly the value-added sector, has been liberalised across Europe. In addition, satellite communications technologies, such as very-small-aperture terminal-based systems, have been opened up in the bigger countries, as well as some of the smaller ones.

Most recently the Commission has directed the members of the EU, perhaps soon to be 16, to open up to competition their basic telecommunications services, the last bastions of telecommunications monopoly in Europe.

But satisfaction with the rate of privatisation and liberalisation within Europe is by no means universal. In the UK in particular, critical voices can be heard, and one example was the speech last month at the European Policy Forum in London by Sir Iain Vallance, chairman of BT, the British carrier. "The fundamental tenet of the Treaty of Rome," Sir Iain declared, "that there

should be open and free competition across Europe, has not been realised."

Europe had been "excruciatingly slow to liberalise national telecommunications markets dominated by state-owned organisations," Sir Iain said. He acknowledged the Commission's role as a "catalyst for change," but stressed that it had only been effective "up to a point".

He pointed specifically to instances of Commission policies not being implemented. Despite the 1990 directive requiring the liberalisation of data and non-public voice resale over private circuits, he pointed out, only four EU countries had implemented this properly.

Another instance was the leased lines directive, which was an attempt by the Commission to make sure that companies building telecommunications networks made them accessible to others wishing to provide services on them. Only two countries had implemented this, Sir Iain said. He stressed his view that the case for overhauling the enforcement procedures of the Treaty of Rome "is getting stronger by the day... They

are too cumbersome and too time-consuming. Perhaps the European Commission needs a federal enforcement arm."

He added a warning: "We have already seen the effective migration of a fair proportion of European industrial and manufacturing activity to the Far East during the 1980s. If we allow North American and Japanese companies to take an unassailable lead in the new telecommunications technologies, the same could happen, in the 1990s to the information-based industries."

Sir Iain believes that a balance is required between national and Europe-wide regulation. "A level playing field requires a pan-European regulatory regime, properly enforced by a pan-European regulator," he said. Such a regulator should also cover areas such as broadcasting, cable television and electronic publishing.

"We need a single market in telecommunications at the very least by 1998, embracing all infrastructure and services... We simply cannot afford a two-speed global information society, with Europe lagging behind the rest of the developed world."

## THE MOST PORTABLE PHONE.

**NOKIA 2110** Small and perfectly formed, the Nokia 2110

will fit your hand like a glove. It's as light as your wallet and slips easily into your shirt pocket.

Its advanced features are extremely easy to use thanks to our simple design principles. Charge it up at the office, in your car or hotel. So that wherever you are in Europe you can keep in touch with home and business.

The Nokia 2110. It's the most portable portable phone.

For more information on the Nokia 2110 call 0800 101 121 today.



## Pictures on the line

Photographic images and video — two additions to tomorrow's phone

If you want to cause some excitement at a telecommunications conference, just mention one word: multimedia. Telecommunications companies around the world are convinced that the telephones of tomorrow will be multimedia devices, which means that they will be able to carry photographic images, high-quality sound and moving video, as well as speech, fax and data.

In the long run, multimedia technology could open up new markets in business communications, retailing, medicine, and home shopping and entertainment. But there are many hurdles — political, social, economic and technical — to overcome before the multimedia revolution occurs.

The multimedia concept is not new to the world of telephony. Video conferencing systems have been around for years. But these are designed for large companies which can afford the high costs of running a dedicated conferencing room, and leasing expensive wide-band telephone lines. Many of today's multimedia systems are aimed at wider audiences, because improved data-compression technology enables moving-video images to be sent down conventional telephone lines.

Multimedia applications are expected to make great strides in business communications, for which telecommunications and computer companies are forming alliances.

Video PC systems are designed to work on ISDN (Integrated Services Digital Network) digital telephone lines, and most comply with an international standard for video-conferencing, called H.320, which allows users to mix and match equipment.

BT has developed the VC 8000 system, which includes a PC video card and ISDN adaptor, and works with the Microsoft Windows program used in millions of office computers. In September, IBM will launch ScreenCall, a



Multimedia will bring video as well as sound

£3,000 desktop conferencing system which uses the BT system.

The Institute for Health Informatics, based at the University of Wales in Aberystwyth, is already using ScreenCall in a medical trial funded by the Welsh Office. Eight ScreenCall systems will eventually be placed in GP surgeries, and patients will be able to consult a dermatologist based miles away.

BT has licensed its technology to Olivetti, which uses it on its PCC (Personal Communication Computer). And last year PictureTel, the video-conferencing giant, launched its own £5,000 PCS 100 PC conferencing system.

Rod Richards, the Welsh MP, uses this system in his Westminster office to conduct regular series with constituents at his office in Colwyn Bay.

Being able to send video images over a telephone line is only half the story, however. Research suggests that people spend only about 20 per cent of the time looking at each other during a meeting; the rest is spent reading reports and documents or looking at charts. Many desktop conferencing systems, therefore, are also designed for collaborative computing, which allows users to exchange files, share documents and swap notes over a telephone line.

BT also aims to offer multimedia services in the retail and information sectors. It has developed PICA (Public Information and Communication), a system which uses ISDN lines to deliver sound, text,

video and images to public terminals. The terminals, which include a large touch-screen and credit-card reader, cost between £3,000 and £10,000 each.

"Multimedia enables slick, well-presented, user-friendly information to be presented to the public," says Andrew Totty, manager of BT's services and network directorate. "PICA will allow users to select goods and services and pay for them on the spot."

BT sees PICA-based systems being used by music and video retailers, wine-merchants, estate agents, supermarkets and betting shops. In May, for instance, Thomas Cook, the travel company, and Olivetti launched Travel-Kiosk, which enables users at Thomas Cook's Marble Arch branch to select their holiday and then use a video-phone link to book it with a Thomas Cook employee based in Peterborough.

But the greatest potential for multimedia lies in the millions of home-telephone users. The snag is that few people can afford the £400 connection charge and £84 quarterly rental costs for ISDN. A new technology, however, called ADSL, enables moving-video pictures to be sent along ordinary copper telephone lines.

BT plans to launch a video-on-demand (VOD) service, which allows users to have films sent to their home via the telephone. Other services, such as home shopping and banking, will be offered later. BT's VOD system is currently undergoing technical trials, and a market trial, involving 2,500 customers, will start next year. A full service could begin in 1996.

The next giant leap for telephony and multimedia will be the so-called information superhighway, which brings wide-band fibre-optic cable to the home. But such a system will cost billions of pounds, and is unlikely to arrive until well into the next century.

GEORGE COLE



# Broad route to success

Information highways are the way of the future, reports Hans Gusbeth

The brave new world of "information highways" is taking shape all over the world. But will these highways transform the world economy in the way motor-highways did in the 1930s? And will the advent of multimedia technology prove as revolutionary as the electrification of factories and offices at the beginning of this century?

There are many people who think so, among them President Clinton and Vice-President Gore. Mr Clinton has made information highways a matter of personal concern, and since then buzzwords such as "superhighways of information", "info-highway" and "infobahn" have been on everyone's lips. But not everyone knows what an information highway is.

Everyone knows the plain old telephone. At this very moment, about 750 million users all over the world may, theoretically, connect with each other. The existing telephone network is not only the biggest machine worldwide: it is the longest information road. But it is not a highway. It is a low-speed road for voice and value-added services such as fax, electronic mail, and other low-speed data services. And it uses analogue technology.

A real information highway is a fully digital, broadband, fibre-optic network which can carry a variety of telecommunications services. Only this kind of "highway" may transport "multimedia services", the term that describes the combination of voice, video, audio and data. The basic idea is that a user can build his own service, made up of his choice of components.

This user flexibility is given added impetus by the ever-greater convergence of technologies, leading to the integration of communications systems that were once isolated, such as computers, telecommunications and television. The result is that individual markets are merging into an all-encompassing



Desktop conferences via the information superhighway will enhance global co-operation between doctors and researchers

global market. That is likely to be the outcome of the mega-mergers of telephone, computer and cable companies that have been agreed in the past two or three years.

But not only companies are trying to give themselves a cutting edge in this area. Under the heading of "National Information Infrastructure" (NII), the Clinton administration has made the creation of these data highways into the cornerstone of the technology policy of the United States. At their summit in July, the leaders of the world's seven leading economies, the Group of Seven, accepted an initiative from Mr Clinton, by which they would encourage and promote an open, competitive and integrated information infrastructure worldwide.

The European Commission has also given high priority to European information highways in a White Paper entitled

"Growth, Competitiveness, Employment: Challenges of Today and the Road to the 21st Century". By 1999, the White Paper proposes, Ecu 40 billion (£32 billion) should be invested in this area alone, as well as Ecu 15 billion in ISDN interworking, Ecu 10 billion in video communications and interactive video, Ecu 7 billion each in data exchange between public authorities and telemedicine, and Ecu 3 billion each in telework and distance learning.

Another Commission document, the Bangemann Report on "Europe and the Global Information Society: Recommendations to the European Council", has listed ten principal sectors in which to strengthen industrial competitiveness and foster new types of organisation of working: teleworking; telelearning; networks for universities and research laboratories; telemedicine; road traffic

management; air control; telemedicine; electronic tenders; trans-European networks for public administrations; and information highways for cities.

Meanwhile network operators such as BT, France Télécom, AT&T and NTT are building information highways that are both nationwide and global. Deutsche Telekom, for example, has since the end of 1993 linked the economic centres in Germany with "fibre-optic superhighways" which have a capacity of 2.5 gigabits, or 2.5 billion characters, per second. That is the equivalent of 31,000 telephone channels in a single optical fibre.

In January, 26 network operators in 20 European countries launched Euro-ISDN, a uniform, Europe-wide telecommunications infrastructure built on narrow-band ISDN (Integrated Services Digital Network). Euro-ISDN

can use the traditional copper wire; broadband applications require fibre to the home.

On July 18, EU research ministers agreed in Schwerin, Germany, to explore ways to build high-performance information highways to link industrial and academic researchers across Europe.

On the same day David Hunt, then British Employment Secretary, revealed that one in 20 British companies today employs teleworkers. A study shows that in Britain in 1995 4.6 per cent of the workforce, 3.3 million people, will work from home, and that at the end of the century 10 to 15 per cent of the workforce in developed countries may be teleworkers. The age of information highways has begun.

## A ban to deter the mobile fraudster

Mobile telephony has always generated its share of bad debt and fraud. Some people take on a subscription without fully appreciating the costs involved, and then find themselves in financial trouble. Far more worrying, however, are the unscrupulous customers who take on a subscription under false pretences, and then disappear—but not without making a tidy packet renting out the mobile phone for cheap calls to foreign destinations.

The game has become more complex with the launch of the mobile system based on GSM (Global System for Mobile Communications), which is operated in the United Kingdom by Cellnet and Vodafone. Criminals have been taking advantage of the fact that you can buy a GSM subscription in one country and then "roam", which is using the phone on another network elsewhere in the world.

The problem for the operators and their distributors, known as service-providers, is that details of these roamed calls have been taking weeks to register on the home bill. The service-provider who has let a GSM phone slip out of the country in the wrong hands has found himself liable to substantial losses if his bills are not paid.

As the world's largest GSM market, Germany has borne the brunt of the trouble. One of Germany's GSM operators, DeTeMobil, based in Bonn, has admitted that losses are running at around DM3 million (£1.2 million) a month. Its rival, Mannesmann Mobilfunk, based in Stuttgart, has been estimated to be losing some DM18 million (£7.5 million) a year, representing 2 per cent of its turnover, to crooks.

The latest global technology allows roaming criminals to run up huge bills

Such serious problems have called for drastic solutions. Much tighter credit checks were imposed earlier this year to make it more difficult for crooks to get GSM subscriptions. A sophisticated computer system alerts service-providers if any phone makes more than a "normal" amount of calls in a day within Germany. But this does not yet work where roamed calls are concerned, and so operators



Mobile phone: useful tool open to abuse

have decided to make it possible for service-providers to bar roamed calls altogether.

In reaction to this, the trade press has been asking the obvious questions: is such a bar not against the very spirit of GSM, and will it not damage the international image of GSM, a system with which Europe is leading the world? Operators and service-providers have agreed, however, that it is a necessary—but they hope temporary—evil.

"Barring roaming is against the spirit of GSM," says Josef Kedaj, head of the audit department at DeTeMobil. But he points out that DeTeMobil, like Mannesmann Mobilfunk, which operates the D2 network, only calls the bar into use if required. "No user is barred from roaming unless there is a very good reason," he says.

Dagmar Uhlenbrock, a representative of Hutchison Mobilfunk of Münster, a service-provider, adds: "Every customer who proves to be creditworthy can have access to international calls and roaming after three months. And even immediate access is possible on payment of a deposit."

There has been no collective reaction yet from users, according to Matthias Plica, an industry-watcher at Plica Marktforschung Analyse, a Munich-based market-research company. But serious customers understand the problem and the strict regime, he says.

Herr Plica expects that in the long run the barring of roamed and international calls will prove to be "a passing phenomenon in a young, somewhat overheated market".

The long-term solution will be the more frequent transfer of data about calls made in foreign networks, as Dr Jürgen Kaack, marketing director with Debitel Kommunikationstechnik der Stuttgarter-based service-provider, explains. "We would wish the GSM network-operators to exploit the technical possibilities and offer daily updates of call data for roamed calls, as well as domestic calls," he says.

This is the heartfelt cry of the GSM industry worldwide.

PAUL CHAMBERS

## Carriers unite

Out goes national monopoly, in come alliances between the world's top telecommunications groups



Helmut Rieke: "The motto here is one-stop shopping"

globally operating customers to work together with a large number of regional carriers and service-providers," Helmut Rieke, chairman of Deutsche Telekom, told the carrier's annual international press colloquium earlier this year. "The motto here is one-stop shopping."

But one-stop shopping is not the end of the super-carrier proposition. What many of the consortia are proposing is that they build, operate and manage private corporate networks on behalf of their customers. This arrangement is known as outsourcing.

The international outsourcing and supercarrier story began in earnest in 1991 with the formation of BT's Syncordia subsidiary, with its headquarters in the United States. BT's original intention was to sign up Nippon Telegraph and Telephone (NTT) of Japan and Deutsche Telekom as partners in Syncordia, and offer a portfolio of corporate services worldwide.

This scheme failed for a variety of reasons, mostly

political, and last year BT negotiated a substitute \$4.3 billion partnership with MCI, the second-largest long-distance operator in the US. This alliance, subsequently called Concert, has now cleared regulatory hurdles and even signed up a Japanese distributor, part-owned by NTT.

The original Syncordia initiative prompted a succession of other supercarrier alliances. A partial list of these includes: the Unisource alliance, which originally comprised the national telecommunications companies of The Netherlands and Sweden, was later joined by their Swiss and Spanish counterparts, and has been expanded by agreements with Kokusai Denshin Denwa of Japan, Société Internationale de Télécommunications Aéronautiques (SITA), the international airline telecommunications network operator, and now WorldPartners; the Stentor grouping of Canadian telecommunications companies; and the Global Partnership, in which France Télécom and Deutsche

Telekom propose to buy a 20 per cent stake in Sprint for over \$4 billion.

The next prospect could be some sort of alliance between the Finnish PTT, Tele2, the private Swedish operator, and Tele-Denmark. Cable & Wireless of the UK already has a 39.9 per cent investment in Tele2.

One theory is that by the turn of the century three or four supercarrier entities will dominate the market for international private network services. Given the steady increase in membership of the consortia that are aiming for this business, this does not seem too far-fetched.

While the world has been dividing into armed supercarrier camps, the level of business so far wrested out of the hands of in-house telecommunications and data-processing managers has not been vast, although there have been a number of large contracts. Some business has resulted from outsourcees purchasing the private networks in question. Strangely, the members of some outsourcing consortia seem to be more successful acting alone than when operating in harness with their chosen partners.

Industry analysts blow hot and cold about the amount of business in prospect. For example, a survey of UK companies carried out by Computer Sciences Corporation in the autumn of 1993 indicated that over half would outsource their telecommunications and networking capabilities in 1994. Around the same time, however, a survey by the Telecommunications Managers Association suggested that over 90 per cent of large companies had rejected the idea of completely farming out the operation of their telecommunication networks.

There is no doubt that the outsourcing proposition has attracted its fair share of hype. According to the CIT-Research report, the realities are sobering. "About 25 per cent of vendors invited to tender on some networks don't even reply. Still more can't take on the client's whole network or, even worse, they misunderstand the brief the client has given them," comments Liz Baker, the report's project director.

"Outsourcing companies still have a lot to learn."

JOHN WILLIAMSON  
The author is senior editor, Global Telephony

## What does a cellular call in Bermejillo, Mexico, have to do with a TV show in Liverpool?

We're involved in both. As the need for advanced communications grows worldwide, Southwestern Bell Corporation is growing internationally to meet it. We're now the 95th largest company in the world, doing business on five continents. And a few islands.

We're in Mexico, where we have controlling interest in Teléfonos de México with our partners, Grupo Carso and France Telecom. Over the next four years, Telmex is investing nine billion dollars in cellular and other network upgrades.

We're in the U.K., where we provide cable television and telephone services in eight markets. That makes us one of the top three cable providers in the country.

We're in Australia, as partners in Pacific Access, a company which produces, distributes, and markets Yellow Pages directories.

We're in Israel, where our interests are in cable networks, telephone directories, and directory software.

And in the U.S., we provide more than 10 million people with cellular communications and network telephone service and equipment.

From wireless personal communications to advanced fibre-optic networks, we have the technology to help people communicate better around the world. It's nice to feel welcome in so many places.

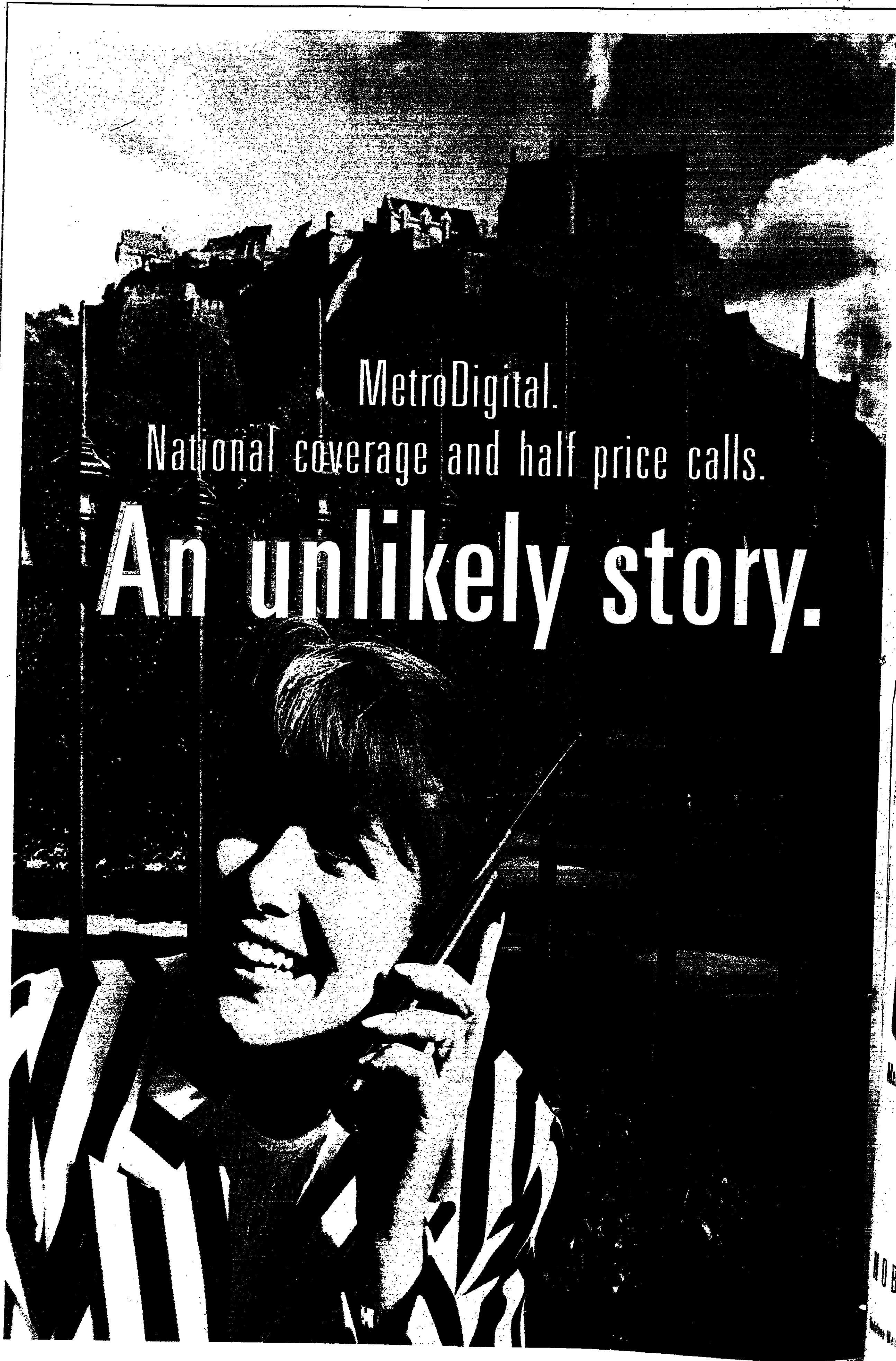
Southwestern Bell Corporation

"The One to Call On."

Southwestern Bell Corporation is headquartered in San Antonio, Texas.

ROGE  
Treast  
Presid  
nomic  
to sav  
before  
water  
Mr  
tional  
ing th  
the Ar  
on W  
area  
been  
the 5  
rec's  
Jean  
coun  
Te  
Han  
had  
belie  
impi  
Hou  
inde  
the

af  
m  
cc  
ol  
w  
S  
tr  
B  
sl  
v  
a  
s  
t  
c  
t



MetroDigital.

National coverage and half price calls.

An unlikely story.

JP 11/10/50



Unlike other digital mobile phone networks, Vodafone allows you to make and receive calls in mainland Europe and beyond.

**Unlike** other digital networks, Vodafone, the number one network for quality and reliability, also covers 90% of the UK population.

Unlike other digital networks, Vodafone MetroDigital keeps you in touch with exactly how much each call is going to cost. Your phone will display the code for the district from which you're calling, which determines the charge for your call.

Unlike **other** digital networks, MetroDigital ensures the cheapest calls you can make will be the ones you make most. Calls from your nominated UK 'home area' will be charged at half the normal rate. From as little as 5p per minute, to anywhere in the UK. And you can make half price calls 24 hours a day, 7 days a week.

**VODAFONE** Unlike other **digital** networks, with MetroDigital the phones themselves are the most affordable and available on the market.

Unlike other digital networks, it all adds up to big savings in towns and cities throughout the land. And don't forget, should you wish to push the boat out, only Vodafone MetroDigital allows you to do business in Europe with your ears open.

As we may have mentioned, it's not like other digital mobile phone **networks**.

**VODAFONE**

NOBODY GOES FURTHER TO KEEP YOU IN TOUCH

Vodafone MetroDigital is available from all leading mobile phone specialist shops, Vodafone authorised Service Providers, Comet, Radio Rentals, Rumbelows, Tandy and People's Phone.

Or for further details phone free 0500 123 123. \*Subject to VAT at 17.5%.



After the Norwich library inferno, Giles Coren looks at the loss of historical documents down the ages and plans to stop future fires

## Bringing a burning issue to book at last

The fire at Norwich Central Library, which destroyed more than 100,000 books as well as historical documents dating back to the 11th century, has fulfilled the worst nightmares of every living librarian, and indeed every British bibliophile. People shed tears as firemen fought to save what they could of local history, tears with which Samuel Johnson would have sympathised. In 1751 he wrote that "no place affords a more striking conviction of the vanity of human hopes, than a public library".

If the tragedy for Johnson was the futility of man's search for knowledge, how much more tragic to see the efforts of 900 years incinerated at the whim of a freak gas leak, and then drenched by the firemen's hoses. The shock has been all the greater because England, over the years, has not suffered as badly as other countries in the destruction of its libraries. A school library in Rainham, Essex, a library in Teesside, and the library of the Cambridge Union Society have all been hit in recent years, but the damage, by comparison with Norwich, has been minimal.

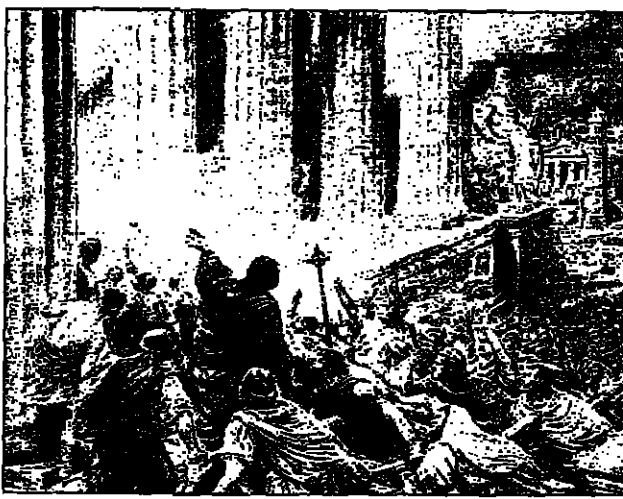
However, in Northern Ireland,

Bosnia, Russia, Romania, and the United States, recent fires have wreaked havoc on national literary institutions. Ours are lucky, in some ways, to have survived this long. "Given the amount of flammable material that is stored in libraries, fires are extremely rare," says Ray Templeton of the British Library Association. "This was an isolated incident and it is a tragedy that the damage was so extensive." He explained that fears of water-damage make the use of sprinkler systems a controversial issue. In Norwich there were no sprinklers.

The main damage was done to the books on open shelves, but technological innovations are reducing the risk of this happening again. "Many libraries are putting crucial works into an optical format," Mr Templeton says. "In the case of irreplaceable historical records, the public can have access to a digitised image of the text, while the original is kept safely somewhere else. If the only access available is to the primary source, disasters can happen."

Disasters have been happening since records, kept in libraries, began. At the dawn of bibliographical time the risk of fire damage was minimal. A temple in the Babylonian town of Nippur, dating from the 21st century BC, was found to have a number of rooms filled with clay tablets, suggestive of a well-stocked library, and a fire-proof one, at that.

It was not until the technological leap to papyrus that archives became inflammable. The famous library at Alexandria, founded by Ptolemy II to store copies of works from Aristotle's library, staffed by Eratosthenes and Aristophanes, and used by Euclid and Hero, was one of the



The burning of the library at Alexandria in AD 391

unluckiest in the ancient world. It first suffered when Julius Caesar set fire to his own fleet off Alexandria in 48 BC, all but destroying the library. What was left of the greater part of recorded classical wisdom was polished off

by the civil war that took place under Aurelian in the late 3rd century AD, and finally obliterated by the Christians in AD 391.

In the third century BC, Emperor Shih Huang-ti of the Ch'in dynasty, the first ruler of a unified Chinese empire, ordered that all historical records be destroyed by fire in order that history might be seen to have begun with his own dynasty.

The vulnerability of history, as a truth impressed on paper and stored in libraries, has been underlined as recently as the book-burnings of Hitler and Stalin.

Societies in political turmoil have always been dangerous for

libraries — among the most potent symbols of modern social democracy, they are also seen as representative of an old regime. Recently the world has been stripped of some of its greatest libraries. The bombing of the Linenhall Library in Belfast on New Year's Eve was given more space in Irish newspapers than all but the most serious terrorist action involving loss of life.

In 1992, The National Library of Bosnia Herzegovina, in Sarajevo, was fire-bombed with the loss of 80 per cent of its two million catalogued books and manuscripts. It is not the only library in Eastern Europe to have suffered during the political upheavals. Bucharest National Library was torched in the last days of Ceausescu's rule, and in the last three years the university libraries of Vukovar and Osijek, in northern Croatia, as well as Mostar in Bosnia, have been destroyed by fire.

In 1988, in Leningrad, 400,000

books were lost and nearly four million damaged in an accidental fire that was described as the library equivalent of Chernobyl. But the earlier burning of Los Angeles Central Library, America's third largest, in which a similar number of books was destroyed, was the work of one man who set fire to the periodicals section.

We cannot afford smugness. "Arson is on the increase in Britain, and people need special training," says Helen Donnelly of the Data and Archival Damage Control Centre in north London. On the top floor of the centre's offices a replica of a library's burnt-out shell is to be constructed so that "the traumatic post-fire conditions" can be shown to visiting librarians in an effort to minimise the effects of future disasters.

From the smouldering remains at Norwich, Ms Donnelly, an American, pointed out one popular British misconception. "Water-damage is not as terrible as people make out," she said. "I believe that sprinkler systems are crucial wherever large numbers of books are kept. As a restorer, I would rather work with wet material than with no material at all."

## Heavy weight of the Holy Father's hand

The Pope was crucial to the fall of communism. Yet

Karen Armstrong, a former nun, argues that the Vatican is itself seen as a last bastion of totalitarianism

In Western Europe, we tend to regard the fundamentalism that has erupted in nearly all the leading religions as the enemy of democracy, freedom of expression and world peace. Frequently the actions of fundamentalists make our blood run cold: the fatwa against Salman Rushdie, the conflagration at Waco, Texas, and the Hebron massacre seem to contradict rather than to assert the fundamentals of any religion worthy of the name.

Yet fundamentalism is a complex phenomenon and is by no means adequately expressed by fanatical, chanting crowds and enraged ayatollahs. It represents a widespread disappointment with modernity and, as such, it takes many forms.

One of the world's leading fundamentalists has been hailed as a hero of the Cold War, is courted by Western heads of state, and has given through his benevolent image new relevance to the traditional title "Holy Father". He is, of course, Pope John Paul II, ruler of the world's 900 million Roman Catholics since 1978.

One of the reasons why people in the West have been slow to recognise John Paul II's version of Catholicism as fundamentalist is probably because he made such a striking contribution to the demise of communism. His inspired visit to his native

Poland in the summer of 1979 undoubtedly sowed the seeds of confidence which led, the following year, to the creation of Solidarity. The Pope appeared in Poland as the champion of liberty. In May 1981, after he was almost killed by the Turkish gunman Ali Agca, there was speculation in the Western media that the Russians had been behind the assassination attempt.

We do not usually associate fundamentalism with a passionate devotion to human rights; we are also more accustomed to seeing fundamentalists as the perpetrators rather than as the victims of violence. Yet John Paul II's devotion to freedom is strictly limited. He has no time for intellectual liberty, if it offends his notion of Catholic truth. Theologians of the calibre of Hans Kung and Edward Schillebeeckx, who dare to call any of the traditional doctrines into question, have been summoned to the Holy Office in Rome, which used to be called the Holy Inquisition.

Their interrogation is not a pleasant experience. The eminent Swiss theologian Bernard Haring, who was fighting cancer of the throat at

the time and who had bitter memories of the Nazi regime, declared that he would rather find himself back in the dock of one of Hitler's courts than be required to explain his views again before the Holy Office.

Pope John Paul II and his colleagues would not be dismayed to be accused of un-

**John Paul II would like to see nuns back in veils and other women at home**

democratic procedures. As Cardinal Ratzinger, the head of the Holy Office, explained: "Standards of conduct appropriate to civil society or the workings of democracy cannot be purely and simply applied by the Church."

A desire for absolute certainty in the confusions of the modern world is one of the characteristics of fundamentalism. It springs from a profound fear and rests on the mistaken belief that the truths of religion have never changed. In the late 19th century, some Protestant Christians were so disturbed by the theories of Charles Darwin and others that they formulated a belief in the inerrancy of scripture, which is the basis of Protestant fundamentalism. In 1870 Catholics found an equivalent, when the First Vatican Council declared that the Pope was

infallible when, under carefully defined conditions, he made a pronouncement on faith or morals.

Many bishops were unhappy with this new doctrine: it smacked of idolatry, of raising human ideas of the divine to an unacceptably high level. Yet John Paul II would like to extend the scope of this fundamentalist doctrine, so that papal encyclicals, such as Paul VI's *Humanae Vitae* (1967) and his own *Veritatis Splendor* (1993), which both outlaw artificial contraception, would also be infallible.

John Paul II's preoccupation with birth control has become something of an obsession. In *Veritatis Splendor*, contraception is described as "inherently evil" along with genocide. In April came the Pope's astonishing attack on the UN birth control campaign, in which modernity itself is stigmatised as wicked and Godless.

In the mind of John Paul II, contraception is "incompatible with revealed truths", so fundamental to Christianity that he will not even permit the use of condoms to prevent the spread of Aids. This is a particular problem for the Catholics of Africa, where some ten million people are infected. It is difficult to see how the Pope can hold this view, since Jesus never mentioned birth control and the Gospels seem to insist that practical charity is more important than religious law or sexual orthodoxy.

Priests and lay people have protested vigorously against this policy, but the Pope is unmoved. He also refuses to change the laws on priestly celibacy, even though this is

clearly a man-made ruling (it did not become obligatory until the 13th century) and is largely responsible for some 100,000 priests leaving the priesthood in the last 25 years.

Yet the Pope is not alone in this sexual preoccupation. In their struggle to maintain a distinct religious identity amid an encroaching secularism, fundamentalists all over the world see matters of sex and gender as central to true faith. Secluded women are a hallmark of fundamentalism, and John Paul II would like to see nuns back in veils and other women back in the home.

John Paul II has strong support. He has also placed bishops who share his fundamentalist views in major sees all over the world. Yet increasingly large numbers of Catholics feel alienated by their Pope and resent what he has done to their Church. It was dispiriting, while filming *The Pope's Divisions*, to note how many priests were afraid to speak openly: once the cameras were no longer rolling, they were loud in their criticisms of the Pope. A Church that demands such craven obedience from its pastors cannot long retain its integrity.

While filming we also had the unedifying experience of struggling with the antagonism and obstructiveness of the Vatican press office. It reminded Michael Jones, the director of filming in the totalitarian regimes of Eastern Europe. Pope John Paul II is a product of the beleaguered Polish Church, which long cultivated a fortress mentality. Yet his brand of embattled Catholicism seems more rooted in fear and reaction than in the joyful confidence that informs the New Testament.

● Witness: *The Pope's Divisions* is broadcast at 9pm tonight on Channel 4.



Pope John Paul II's role in the demise of communism has obscured his fundamentalism

## Faithfull to the past in a kiss-and-tell age

She was Mick Jagger's girlfriend in the drug-hazed days — but Marianne Faithfull has waited a decent 25 years to tell tales of pop music history

WHEN that famously battered and burnished voice cracked unexpectedly from the car radio last weekend, it triggered both disbelief and a certain fond admiration.

Marianne Faithfull was narrating a commercial to flag her forthcoming autobiography, but a leering tone does not come naturally to her. "Read the truth about me tonight the police found me wearing nothing but a fur rug," she suggested amiably. "Discover why I said 'Yes' to Gene Pitney and one of the Hollies, but 'No' to Bob Dylan."

The very young will have been instantly appalled that anyone should even have considered sharing pillow talk with names so redolent of the patchouli-scented pages of a rock history book. But I suspect that most others — mean spirits excepted, of course — are more likely to have thought "Good for her".

In the kiss-and-tell age we inhabit, the bed linen is usually still warm as whichever gold-digger, male or female, scrambles for the mobile phone, eager to negotiate book deals, syndication rights and movie treatments. Waiting a quarter of a century to dish what turns out to be the rather unshocking dirt about a drugs raid in West Wittering that has long since attained the

status of urban myth seems to me thoroughly decent, a sign that a convent education wasn't wasted after all.

And how clever of the marketing people to persuade her finally to cash in on those troubled, tangled encounters with Jagger and Richards and the rest, just as their 50-year-old selves set out on the most furiously-hyped concert tour of the year. We can all take pleasure in a job well done, and the people behind Faithfull (Michael Joseph, £15.99) have done theirs.

The commercial world being what it is, the pages of Faithfull are littered with more drug references than a Hunter S. Thompson essay. But among the pharmaceutical detritus lie charming insights into Marianne Faithfull's influence on Jagger's creativity.

DESPITE these dusty, drug-faded memories the songs themselves are still fresh after all these years. Faithfull recalls the night in Jagger's Bristol hotel room in 1966 when their affair began. "People began pairing off and there was a rather obvious business going on over who



Marianne Faithfull, film star, in *Girl on a Motorcycle*

was to sleep with whom. One by one they all left to go to bed or hooked with someone," she recalls. "I was left with Mick and that, as they say, was that."

The outcome of this rather casual pick-up was a classic song in the album *Between the Buttons*. She now recalls from the late-night recording ses-

sions: "Let's Spend the Night Together" was Mick's. That was about me and it came out of the night we spent in the hotel in Bristol. This is pop history made.

I was particularly taken with one reported exchange between the two, conducted in vicarious tea-party tones despite the prison setting.

Faithfull conjured up the one positive aspect of a sobbing Mick's incarceration in 1967 for alleged possession of amphetamines.

"Think of all those blues singers you love so much, darling," she recalls having told him. "They made art out of it, didn't they? Now you're there too. You can write your own blues." His immediate response to a suggestion so sensible it might have been made by a *Blue Peter* presenter isn't recounted, but the songs — "dark, Gothic, spacey blues" — are all over the album *Their Satanic Majesties Request*, apparently.

Similarly, the bonding experience of his first dropping acid with Keith Richards (Faithfull refers to their becoming an inseparable entity known as the Glimmer Twins as a result) led to a five-year period of shared inspiration which resulted in such Stones classics as "Jumping Jack Flash", "Midnight Rambler" and "Brown Sugar".

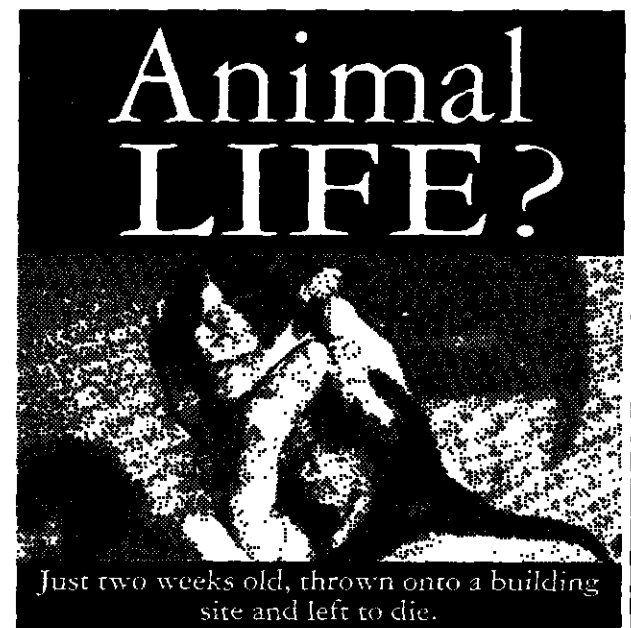
It was long ago and far away, of course, and comes back swaddled in an inevitably thick blanket of bunkum and cliché of the sort used to promote the memoirs: "They

say if you remember the Sixties, you weren't there. Marianne Faithfull was there — and remembers everything." If we're talking decades, so was I, but my memories concern changing from a school in which I was taught by nuns to another, more grown-up one in which I was taught by priests — not, on the surface, the stuff of which commissions from Michael Joseph are made.

BUT I do remember that tall stories about a waif-like pop singer, a Rolling Stone, a fur rug and an item of confectionery reached even my playing field, and thus were a clear indicator of the all-pervading cultural importance of this latest convert to the ranks of autobiography. Faithfull has no truck with the myth of the Mars Bar, raising the subject simply to dismiss it as "a very effective piece of demonising that was such a malicious twisting of the facts — a cop's idea of what people do on acid".

Having your sweets and eating them? Perhaps. But as someone who, until now, has chosen not to profit from the past, she deserves a measure of respect and indulgence — particularly for sounding so couldn't-give-a-damn.

ALAN JACKSON



Just two weeks old, thrown onto a building site and left to die.

This tiny bundle of fur came to Blue Cross so weak he could barely lift his head. He needed six stitches to his lower lip. We took him into our care and for the first time this kitten experienced human warmth. It took weeks of careful feeding with a dropper to build up his strength. As he fought for his life he climbed so many mountains our staff called him Everest.

To treat Everest's injuries and provide food and shelter for the nine weeks he was recovering with us cost £298. Blue Cross relies entirely on your generosity to continue its life saving work. If 13 people give just £2 a month for a year, this would be enough to save another tiny life.

If you want to help animals like Everest please return the coupon below.

Please send me more information about how I can help animals like Everest by becoming a Blue Cross Friend.

Name

Address

Postcode

Send to: Blue Cross, Freepost, Room 120C, Shilton Road, Burton, Devon OX18 1BR. We save lives

JP 11/15/94



# Glamour is bursting out all over

The age of the waif is ended and the bombshell is back. But beware, these are no longer dumb blondes, says Alice Thomson

She saunters down the catwalk in a slinky red sheath dress, her black patent spiky heels clicking beneath a spangled hem. In the evening she wears a leopard-skin faux fur wrap over a sumptuous evening gown, or a latex mini with thigh-length boots. During the day she settles for a satin swing-skirt and sling-backs. Her perfectly manicured nails match her pouting mouth.

Glamour is back. After three years of wan faces, weak limbs and lank locks, a new woman has emerged who makes those pale and pasty waifs look boring and childish. The new look on the catwalks is confident, sexy, slick and polished rather than dreamy, lyrical or plain dirty. The image is assertive and frank.

In London, Paris, New York and Milan the fashion shows were filled with luxuriant blonde hair, swelling bosoms, rounded thighs, grown-up makeup, and lightly tanned Amazonian legs.

The new glamour started with the supermodels. Kate Moss was suddenly put on a stone, Linda Evangelista was bursting out of her pastel pink PVC suit, the fawn-like Christy Turlington has piled on the pounds in all the right places and the Teutonic Claudia Schiffer looks even more stunning. Their bosoms — which once could scarcely fill a vest — are overflowing.

Eva Herzigova's curves have made her the pin-up of the moment in her advertisements for the Playtex Wonderbra advertisements, "Hello boys" and "Or are you just pleased to see me?" And now, "You're early."

Drew Barrymore has continued the trend in Hollywood. She steals the show in the all-female Western frolic, *Bad Girls* as a buxom, buoyant, sassy blonde. Pamela Anderson, who has to bare her cleavage at least 15 times for each episode of *Baywatch*, is suddenly in huge demand and is soon to appear as Dr Who's sidekick in Spielberg's film.

Anna Nicole Smith, who was last year's Playgirl of the Year and has some of the healthiest proportions around, summed it up in her new film, *Naked Gun 33½*. "You can make your dreams come true, however big they may be," she purrs. Several of her own dreams have come true since her curves attracted the 89-year-old sugar daddy J. Howard Marshall, who is now lavishing millions on her. No waif attracts that kind of attention.

The royals have their own glamourpuss in Viscountess Linley, who has spent the summer appearing swathed in curvy Lager outfits. Elizabeth Hurley's appearance in "That Dress" by Gianni Versace underscored the benefits of wearing the sort of cleavage-enhancing outfit that makes eyeballs and flashbulbs pop.

It is not just the stars who are going



Superbabe — Anna Nicole Smith

back to glamour. All over London glossy women are swarming into parties and restaurants and putting their plimsolled girlfriends to shame. At the Chanel counter in Harrods they have run out of red lipstick at Vidal Sassoon everyone has been asking for a Hollywood wave.

The Queen's corsetière, Rigby & Peller, has developed a new push-up padded bra in response to demand and Gossard will launch a new enhancing range called Gypsy this autumn. "Women want more cleavage than ever before," says Gossard's press officer, Janet Telford. "The new look, the 'waif' look, is a classic that gives men and women confidence."

The glamorous English designer Bella Freud says: "After a recession, glamour will always return as people look for luxury and indulgence. It is wonderful for the senses, it feels divine and it gives a sense of wellbeing, strength and power."

Nobody can quite decide what to call this new desirable and dangerous glamourpuss. The superbabe, avenging angel, poufist, divine cheesecake, goddess, wonderwoman, dollybird with brains have all been used. Whatever she becomes she has a long and illustrious history dating back to Jean Harlow, Mae West, Betty Grable and Marilyn Monroe. She is also good news for women who have spent years pondering whether they should go on a starvation diet, who can't stand the sight of another unflattering dress held together by string and who are sick to death of beige, buff and black. This fashion makes women look like women without the vulgar overtones of the 1980s. The message is to wear what makes you look and feel good. "You can wear anything as long as



The Bombshell — Christy Turlington in a Versace dress that set eyeballs and flashbulbs popping

it looks as if you have put it together carefully," says makeup artist Mary Greenwell. "It is just more polished — polished hair, nails and skin, red lipstick and maybe a fantastic pair of Manolo Blahnik strappy heels."

"Unstructured clothes, that whole phase — in the end it didn't work," says the designer Hervé Léger. "There were those who couldn't wear it, there were those who wouldn't wear it, and there were those who resented the principle that there was no place for something that made them look better than the way they were born. It was time to get away from this 'no fashion' celebration." Men, of course, are already in

rhapsodies about the new glamourpuss. In *Vogue* this month columnist Paul Spike says: "B is for beauty — and a swarm of other words whose articulation can sting men's libidos more effectively than the fugitive Spanish fly. These are teasing words such as buxom, blowy, bitchy as well as such anatomical nouns as breast, bosom, bottom. Put all these words together and what have you created? The Bombshell."

But these new women are not stupid and men are expected to treat them with deference. No more hanging around in cold bedsits or traipsing around flea-markets. The glamourpuss wants to be wined and

dined, adored, pursued. She is an object of desire with a mind of her own.

Amanda Wakeley, twice winner of the Glamour Award at the British Fashion Awards, says that the new glamourpuss is an intelligent woman with a new attitude. "She is confident. This new glamour is about dressing from within, liking and treating yourself," she says.

In other words, the new glamour is a goddess, unless you cannot stand the thought of feeding yourself up on cream cakes, look wonderful in a cheesecloth sack and got so into grunge that you had your nose pierced.

Swindlers always love a charity

## Spare a penny for a crook?

DID YOU hear about Brian Gladwin, the NSPCC's trusted chief cashier, who was sentenced to six years last month for embezzling nearly a million pounds of charitable donations? I don't suppose you did, because at the time the story barely made the papers.

Unlike the bogus "Lady" Aberdour, who stole £3 million from the National Hospital Development Foundation and indulged in an orgy of such conspicuous consumption that she was clearly begging to be rumbled (and written about), the discreetly despicable Gladwin beavered away as a diligent NSPCC employee for 11 years without arousing suspicion, burying the spoils in investments and insurance policies.

One of his wheezes — the one that got him caught — was opening a Post Office savings account in the name of N. Speed, which, when you think about it, is a handy name to have if you want to steal postal orders made out to "NSPCC". It makes you wonder if there's an R.N. Idle out there somewhere, making an easy living siphoning off donations to the RNIB. Maybe a Mr R. Nibs is flicking his pen over postal orders meant

for the Royal National Institute for the Blind, while a Mrs Peat does a slow burn on the RSPCA and her friend Mrs P. Ball bounces a few thousand out of the Royal Society for the Protection of Birds.

It's just too simple, isn't it? The only thing simpler is pinching the anonymous cash donations that the kindly but credulous public will keep sending through the post. American charities reckon that 4 per cent of postal donations never reach them, and there is no reason to suppose the situation is any better here. So why do we all, donors and charity administrators alike, persist in behaving as though all the hands through which do-gooding funds pass are somehow cleaner than those in the commercial world? Why, when we obey the biblical injunction to do good by stealth, don't we stop to think of the rogues to whom we are doing good by mistake?

Why has it taken this catastrophe for a £40 million turnover business like the NSPCC to appoint an internal auditor, and why is it only now urging people to write "Registered Charity" on cheques and postal orders after the initials of whatever charity they support? Giles Pegram, the NSPCC's somewhat shaken deputy chief executive and appeals director, now grimly realises that there must be far

more charity theft and fraud going on than any of us imagine. It would, says he, be naive to think otherwise.

Every year the Charity Commission investigates a record number of complaints about maladministration and alleged fiddles, recovers record sums — 628 enquiries last year, 342 irregularities, and £23 million recovered — and realises it is only scratching the surface. External auditors picked up only a handful of these cases, charity trustees please note.

I heard about Gladwin from a fraud squad officer. He had just arrested a cheeky thief who had pinched one of my husband's cheques in the post, sent a courier with a forged letter of authorisation to collect a new cheque book from the bank, and had then written an absurdly greedy cheque for £125,000. The bank and the police pounced immediately: the controls (thank goodness) worked, and the crime was solved in a matter of hours. Nailing Gladwin was a much trickier business.

People who would normally demand receipts for everything and check their bank accounts like hawks go suddenly soft where charities are concerned. As though the rosy glow of giving (no matter to whom) were the sole point of the exercise, they put up £20 in envelopes and hand turners to doorstep canvassers.

(I have hardened my heart to the latter, by the way, since examining the credentials of a young man who wanted a contribution to buy a minibus for a charity I had never heard of. His laminated card said its patron was the Duchess of Cornwall [sic] and gave a "Registered Charity Number".)

THAT said, charities can't expect to get away with blaming us for their own administrative shortcomings. Most of them could be a great deal more hard-nosed and businesslike than they are. At the moment these organisations still manage to retain the moral superiority of their calling even when they execute it badly. Was it not extraordinary that, after being taken for the most blatant ride by Rosemary Aberdour, the National Hospital Development Foundation was still able to exert enough moral and legal pressure to recoup all the money she stole from businesses that had sold her services in good faith? Very useful, that moral edge, but charities will have to sharpen themselves up a bit if they want to keep it.



MARGOT NORMAN

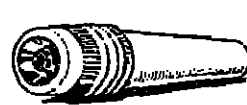
Could you save up to £100 on home insurance?

CALL US DIRECT TO FIND OUT!

- Your home has up to 4 bedrooms ☒
- With contents worth up to £30,000 ☒
- No need to add up value room by room ☒
- Full repair or replacement value ☒

If you've not made a home insurance claim in the last three years, stop subsidising the bad risks! Call Commercial Union direct for a no-obligation quotation. You could save £50, £75 or even £100 on your home insurance!

FREE! This handy torch is yours free once you receive your quote.



CALL FREE NOW ON 0800 38 0800

Lines open Sun-4pm Mon-Fri, 9am-5pm Sat. Please quote reference below.

COMMERCIAL UNION Motor and Home Insurance

We won't make a drama out of a crisis.

Ref: TS445

Arnold Wolfendale defends astronomy from its critics and celebrates the study of the universe

Our dear friend Bernard Levin has had a good bash at some of the growth points of contemporary science, invoking Shakespeare, the Ten Commandments and Ernest Bevin along the way.

In his article, "Has science lost its way?", he demonstrates his superb ability to weave a long, amusing story from a few hard facts, this time centred on the search for quarks and the likely discovery of a new planet. Great fun, I'm sure, and his many fans will have had a good laugh.

But come off it, Bernard, readers of *The Times* deserve better than this. My grouse — and it is a grouse — is not that he questions our "access to copious research funds" (we astronomers can return to that later) — but that a man of such erudition and undoubted sensitivity to the joys of music and literature and the many other manifestations of the human mind, should scorn efforts to unravel the ultimate nature of matter and denigrate the search for life elsewhere.

Let us start with the quarks — "up, down, charm, etc". There are good reasons for their names, and anyway, they have a nice ring to them — far better than numerals or Greek letters. The recent claim that the missing "top quark" has been detected at last adds further credence to the view that we are on the right track with the so-called "standard

model" of sub-nuclear matter. "So what?" you might ask. "What's in it for us?" Science is replete with examples of esoteric fundamental research finding application — Michael Faraday's experiments with magnets and currents, which led to the development of power generation and other practical devices now taken for granted, is only one example. But this is to miss the main point. Hamlet was on the right track:

What is a man  
If his chief good and market  
Of his time,  
Be but to sleep and feed? a  
beast, no more.

As civilised beings, we must surely wonder about the basis of the construction of matter — how many more layers are there yet to be: atom to nucleus to proton to quark...? As a matter of fact, the model in vogue now seems to stop at the quark in the sense that free quarks are not predicted, or seen. That is not to say that quarks may not have a sub-structure, they may well have, but if we cannot release the quark family we are at a most important stage in human inquiry. Shakespeare would have appreciated that.

Now to Levin's "copious research funds": It may inter-



Wolfendale: "big science" methods can be used elsewhere

est him to learn that funding for the next great project at Europe's world-leading accelerator at Cern in Switzerland is as tightly stretched as a drum; and it is not only Britain that is short of "the resources". Indeed, in the British case, to meet our obligations to the European facility we have had to sacrifice much of our

work in the physics of the nucleus, an area in which we have been famous since the time of Rutherford and one with immediate practical application: such was our assessment of the priority for continued work on quarks and such like.

As for "priorities", which is what the funding arguments

are about, the needs of "people waiting for hip replacements or glaucoma operations" have been mentioned. Two aspects should be noted. First, the techniques developed for use in modern "big science" have application in the medical area, as everywhere else, and some of the researchers trained in our subjects go that way, too. Second, a point not often realised is that the UK spends more on research and development in "health" (as a fraction of its gross domestic product for R & D) than many other countries. For example, we spend nearly twice as much as the French, the Germans and the Japanese.

Turning to "the new heavenly body some 7,000 trillion miles away" discovered by radio astronomers, this is where my (ex-) literary hero really goes to town, by way of a backward-walking camel and his views that "God may be getting very shirty, very shirty indeed" as a result of our progress in the search for quarks and planets. Concerning "God", some of us — indeed, probably many of us — have a different view: that God is rather proud of our occasional successes in the journey of understanding. As

one who goes along with the Book of Psalms:

The heavens declare the  
Glory of God.

A detailed study of the universe is on a par with the search for the constituents of matter. What more noble cause than to understand how the universe formed and developed (why it developed, I consider a theological question). One thing we can be pretty sure about is that quarks were in on this act, too — another example of the unity of physics.

But back to planets and little green men. The planet 7,000 trillion miles away is only a curtain-raiser for the discoveries of planets very much closer. It is almost certain that there will be substantiated claims for planets around nearby stars by the early days of the next century.

Not many decades later, signals could well be detected from one or two of these planets indicating life of some sort there but I envisage many arguments before there is proof positive.

In the meantime, while waiting for little green men to arrive, I advise the sage of Fleet Street to put on the earphones for his nightly Wagner and to curl up with a copy of *Physics World*. I can guarantee a good read — and the conclusion that science has not lost its way.

Professor Wolfendale, FRS, is Astronomer Royal.



Alan Coren



Swedes can have alarming effects, especially when overcooked

I see that Professor Curt Johansson, the Swedish psychologist, or perhaps merely a Swedish psychologist, I do not know how eminent he is. I should have to phone Sweden to find out and it looks like being another scorch. I cannot sit sweating here for hours listening to Swedish directory inquiries entertaining me with a medley of Hugo Alfvén favourites while they trawl their files for the right Curt Johansson. I do not have his address. I do not even have his town, and since it is a pound to a penny that 31 per cent of all Swedes are called Curt Johansson, the odds on finding him at all are extremely remote, especially in view of the fact that Sweden has more psychologists per head of population than any other European country; if, mind, it is a fact, at the moment it is only a sort of feeling I have, generated by the Swedish predilection for suicide, ie, if the heads of population are chucking themselves under trains all the time, it is only reasonable to assume that many young Swedes will plump for psychology as a career, there is clearly a bob or two in it. Unless, of course, patients tram themselves before settling their bills.

Then again, it could be that all that suicide is down to not having enough psychologists, in which event there may be only one Prof. Curt Johansson listed by Swedish directory inquiries, but I should still prefer not to risk it, given that Hugo Alfvén succeeded in composing only one favourite, which probably means that their tape-recorder just plays *Swedish Rhapsody* over and over again, and you would not be able to listen to that for very long before you found yourself running into the street to look for a tram.

Not that you would find one in London. The last time I was on a tram in London was in 1948, a No 33 going from Manor House to the Embankment, and my grandmother said stop doing that, people are looking.

Alternatively, might Swedes be killing themselves not because they have too few psychologists but because they have too many? The psychologists may be no help at all to patients who had seen them as a last resort. The last stop, as it were, before the tram terminus. It may be an overcrowded profession, if it is an overcrowded profession, of course, it could even be that it is the psychologists themselves who are swelling the suicide statistics.

I see that I have not completed the sentence which began "I see that Professor Curt Johansson..." and you will therefore have no idea what I have seen about him, unless you saw it too. It was in most of yesterday's papers, but you would have had to have got to the end of the articles to see it, and very few of you will have done that, according to Professor Johansson. You will have begun wondering, perhaps, what happened to Ingemar Johansson, Sweden's only ex-world-heavyweight-champion, is he now, indeed, ex-world altogether, or is he currently living somewhere peaceful among the permafrosted firs, surrounded by gleaming trophies and rapt grandchildren who never tire of hearing how he took Floyd Patterson in 1959, is he punchy, is he paunchy, does he own restaurants, as so many fighters do — you may even have gone on to try to list all those catering fighters, unless you found yourself wondering: "Curt Jurgens, is he still with us?"

I didn't. By the time many of you arrived at Curt Jurgens, I had begun considering the return of the trolleybus. I can see why it would be a headache to bring trams back, the chaos involved in digging up roads, the risk to traffic-flow represented by Swedish tourists grown irreparably glum at the cost of ice-cream and the absence of the royal standard over Buckingham Palace, but might it not be time for the back-to-basics lobby to consider the return of the silent, unpolluting, friendly trolleybus? Would this not be something of a coup for Dr Mawhinney as he slides into his nice new seat, especially if combined with the reappearance of those wooden ticket-holders that went ding?

I see, by the way, that Professor Curt Johansson has warned that the present heatwave is a threat to thinking. "Over 75 degrees, it is impossible to concentrate on anything," he is quite wrong. Over 75 degrees, you concentrate on everything. You do it a little more briefly, is all.

What is the price of justice? Or, more to the point, of injustice. How much is freedom worth? Or a reputation? These things are difficult to compute at the best of times. Add the question of who deserves to be compensated and you are in a hopeless moral quagmire. There have been some bizarre instances of money changing hands in recent months which ordinary people — not to mention the more excitable sections of the press — find incomprehensible. Since that money has been coming out of the pockets of those ordinary people, it is fairly important that some effort be made to help them to understand the rationale of these payouts.

But who is to explain a system which hands out cash on what seems to be an arbitrary — not to say perverse — basis? Winston Silcott has now become the most controversial recipient of compensation for miscarriage of justice. He joins a long list of terrorist suspects and wrongfully convicted criminals who seem to be receiving astounding windfalls. But the award of £10,000 to Silcott is still more disturbing, for there is something distinctly peculiar about the notion of a convicted murderer receiving reparation from the State while he is in prison.

For what is he being paid? In theory, for the loss of a few months of freedom

Compensating Silcott is legally right but not fair

which he might have been expected to enjoy had he not been arrested for the murder of PC Blacklock. But during that period, Silcott was only conditionally free: being on bail on another charge of murder for which he was later convicted, he was subject to a remand order which meant that he could have been put in prison at any time if the court decided that he had broken his conditions of bail. If Silcott was free only under licence — by permission of the criminal justice system — how much was that freedom worth in cash terms? The same as the unlimited freedom of a citizen who had not been charged?

The money is also intended as restitution for trauma and the unwarranted besmirching of reputation. To be accused and publicly convicted of a terrible crime is a dreadful thing. For a person of previously spotless character, such an experience would be incalculably damaging; an event from which, it would be fair to say, one might

never recover. But, to reiterate, Silcott was already on bail, charged with a murder for which he was subsequently convicted. However unjust the Blacklock murder trial may have been, it could not — by itself — have destroyed an otherwise impeccable reputation. Any effect that that trial might have had on Silcott's employment prospects and social standing pales besides his actual conviction.

To many people who have been victims of crime or even of criminal negligence, the award to Silcott is shocking. But apologists for the decision maintain that this repugnance comes from a failure to grasp the principle on which such compensation is based. No judgment is implied by it about Silcott's character or general worthiness: he is receiving money in the strictly disinterested terms in which the criminal justice system — ideally — makes all of its decisions. He has been wronged by the law and the law must, in the best blind-

folded tradition, make it up to him.

Money may or may not be an appropriate medium for society to make amends, but it is the only currency we have in which to conduct such moral transactions. Its function here is both symbolic and practical. It represents the acceptance of responsibility by government for damage done to innocent people, as well as helping to rectify any material disadvantage to them that has been caused. But it is not unreasonable to find the Silcott award worrying on both these counts. Because he is a convicted killer, it is difficult to understand the sense in which he can also be an innocent victim.

True, he has now been declared innocent of one particular crime, for which he had been convicted under questionable circumstances. But in the absolute sense in which most of us conceive of justice, Silcott is not an innocent person. That is, he is not a man whose life was ruined by an utterly unexpected

and uncharacteristic criminal arrest. Admittedly, this is beside the point for the purposes of the law. In a democracy, we try people for individual crimes, not for their life histories: for a particular offence, not for a habitual character pattern. Giving way to the temptation to judge the person rather than the crime would be a step toward totalitarianism.

Which only goes to show that the law is not (and perhaps cannot be) simply a systematising of commonsense morality. The general public, judging by instinctive fair-mindedness rather than technical knowledge, has little objection to the wrongly imprisoned or falsely accused being offered money in more or less direct proportion to the havoc which has been wrought in their lives. But it does not distinguish in any definitive sense between the act and the person who commits it; between the crime and the criminal.

We all know that in real life crimes (and wrongful convictions) do not exist in a vacuum. When the workings of justice are left in the hands of an individual adjudicator, such as Sir David Calcutt QC, it is particularly important that his judgments should not be so out of sympathy with the moral instincts of most people that the principle of impersonal justice itself is brought into disrepute.

When the tin men go to war

The 'Portillo' letter shows how lowly officials can boss ministers about, determine policy and dispense money as they choose



Simon Jenkins

ship or contributing his great thoughts to political debate. Mr Portillo has burnt his fingers that way too often. This was an interdepartmental letter, one of the thousands that pass each week between officials. They are weapons in the Hundred Years War of public spending control.

Ministers are mere knights errant in this war. They come and go. They win some battles and lose some. Most are gone before they have even learnt to ride a horse. But officials are enlisted for life. I suspect a junior Treasury official saw in Mr Portillo a useful spooze for some private vendetta. Infuriated by DTI stalling on the expenditure review, he drafted the letter to be patronising and rude. The words talk down to the DTI, like a schoolmaster lecturing a child caught smoking. They speak of "wasting the chance" of using the review to show that "ideas guide our actions". The letter speaks of "disappointment and scepticism" at DTI opposition to radical cuts in subsidies, and ends with the insulting words "I am sending a copy of this letter to the Prime Minister". The head would see what good boys the Treasury were and what bad boys the DTI.

The true split in British politics is not between Left and Right in Parliament, or

even in Cabinet. It is between the fiscal and financial husbandry of the Treasury and the Bank of England on the one hand, and the political and industrial interests represented by the great departments of State on the other. A wealth of custom and practice has gone into this divide. Mandarin reputations rise and fall by it. Conventional politics reflects it hardly at all. Indeed conventional politics is organised to pretend it hardly exists. The battleground, the annual public spending round, is largely secret.

Politicians are mere mercenaries in this war. Some, such as defence secretaries, suffer fearful career wounds in the struggle. But a minister rarely resigns over cuts in his budget, any more than a Chancellor resigns when his cuts are overruled by the Prime Minister. (The last to do that was Lord Thorneycroft.)

Ministerial responsibility is a seamless web. Yet apart from squabbling about Europe, the annual public spending battle has become the defining activity of Britain's political club. Mr Clarke's extra review is merely the Treasury's latest sally into enemy territory.

The leaking of the Lilley and Portillo letters has given us fragmentary reports from the front. Last year, as part of the review of the welfare state, Mr Lilley protested to the Prime Minister that he was ready to cut invalidity benefit to new claimants, but was baulking at taking money from existing beneficiaries, as the Treasury's Mr Portillo wanted. Such a move would be "logical and equitable", conceded Mr Lilley, but was "politically undeliverable". It would not be "worth the political flak". The press was deprived of a Cabinet split at the time because Messrs Portillo and Lilley, though at daggers drawn, were both regarded as right-wingers.

The leaked Portillo letter is remarkably similar. Once again a minister is being used by departmental interests as a figurehead. "I agree," says the Treasury (putting its words into Mr Portillo's mouth), "that programmes should be better targeted on those small firms with potential to grow. But I continue to be

sceptical about the market failure rationale of individual programmes..." The Treasury claims to see "no strong case" for retaining regional assistance to industry. "No convincing arguments have been advanced why aerospace is unique." Space research should be ended. North Sea oil needs no further help. These remarks are covered by a letter that refers approvingly to "my officials' consensus" — as if the officials had not drafted the letter themselves. This would be high farce were it not rather serious.

This is not Mr Portillo blatantly trying to do Mr Heseltine's job. It is hard to believe that Mr Portillo can actually have read through so offensive a letter. (Mr Heseltine apparently laughed it off as official talking to official.) What it shows is an arrogance at the official heart of government which may come as a shock to those who thought our public administration was a decorous affair. The Treasury's expenditure divisions are not merely allocating public money to the DTI and auditing its expenditure. In both the Lilley and the Portillo letters, they emerge as intimately involved in the minutiae of policy. Relatively junior officials boss ministers and permanent secretaries in spending departments. They judge their policies and accept or reject the arguments for them, dispensing money as and where they choose.

The Portillo letter revolves around a bitter dispute as to whether subsidy should be given only to an industry where the market is so distorted as to have "failed". If that is not a matter for the industry department to decide, what is? Yet the only recourse for the DTI is to take the dispute to Cabinet via 10 Downing Street. Hence Mr Lilley's preemptive tactic in writing to Mr Major about Mr Portillo last year. Hence Mr Portillo's precautionary copying of his Heseltine letter to Mr Major this year.

The British Treasury is no longer a bureau of budget. Under Lady Thatcher and now under Mr Major it has become the central policy-forming institution of government. This has advantages in the co-ordination of expenditure control, but it leaves the Cabinet alarmingly vulnerable to political ineptness. Two of Mr Major's most recent mistakes, the Child Support Agency and the railway privatisation bill, are creatures of Treasury drafting over the heads of the relevant departments. The Treasury was concerned solely with controlling public spending (on child support and railway subsidies) in the short term. The departments became mere agencies. Their ministers became cyphers, called on to defend in public what they themselves regarded as indefensible.

This has nothing to do with Cabinet splits. No great ideology divides the sides in this war of interests. We see the tin men fighting. Behind them giant armies clash, of whom we hear nothing. Then each summer comes a Portillo despatch, defying the censor.

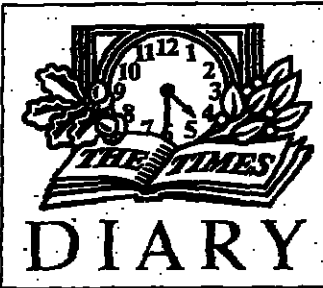
Playing away

LAST YEAR, media dynasties loomed large at the Edinburgh Festival fringe, with Snows, Dimblebys and Corens very much to the fore. This year it's the turn of the thespian families.

There's Kirsty Kinnear, Roy's daughter, appearing in Roald Dahl's *Charlie and the Chocolate Factory*, and Christopher Cazenove's son Linford in *Shakespeare for Breakfast*. Michael Bogdanov's son Malachi is following in his father's footsteps by directing *Macbeth*, while Hannah Waterman, Dennis's daughter, and Bob Cryer, son of Barry, are both performing in *The Tempest*.

Cryer, 20, has been acting with Waterman since they both started at Warwick University last year. Coincidentally, his father wrote scripts for Dennis Waterman in the 1970s. "Acting was always something I felt I could fall back on," he says. "It was less of a culture shock for me than for many people."

But top of the celebrity tree has to be Kely Nascimento, 26-year-old daughter of Brazilian football superstar Pele, who is currently rehearsing Jean Genet's *The Maids* with fellow students in New York at the Lee Strasberg Institute.



where Marlon Brando once perfected method scowling.

If acting was a culture shock for Nascimento, 26, she plays it down. She has, she says, always been inspired by her father's patience. "He was such an approachable person. He's incredible dealing with people." Nor is she concerned, she says, about millions of Scottish soccer fans descending on the Gilded Balloon Theatre. "If my father was doing *The Maids*, well, that would be different."

It's not often that village cricket calls on the services of an armed umpire, but then the game on Sunday in the Somerset village of Holford was a close-fought affair.

Captain for a select XI organised by Lady Gass, High Sheriff of Somerset, was Tom King, MP for Bridgwater and former Northern Ireland Secretary, whose bodyguard officiated at the wicket. Loyalty, however, counted for nothing — the bodyguard adjudged King run out for a duck, and Holford won by 17 runs.

Dear dear

LLOYD'S losses cost Major Peter Phillips dear — so dear, in fact, that he was forced to sell his 16th-century Wiltshire house 18 months ago for some £325,000. It will therefore come as something of a surprise to the major, who is the father of Princess Anne's former husband, Mark, that Mount House in Great Somerset has just been sold again for nearly twice that amount.

Phillips is unavailable for comment, but will hear news of the £600,000 sale at his new home on his son's Gloucestershire estate, less than a mile from Galtcombe Park. Christopher Blount, the estate agent, has some consoling words for Phillips senior, pointing out that considerable renovation has taken place at the house since he moved out. Blount is now looking for a tenant for the property at £1,750 per month. "The businessman who has just bought it lives in

Germany. He doesn't plan to live in it until next year, so it's for let."

Overtaken

PETER EVANS, the funeral director who will bury Caitlin Thomas next to her husband Dylan in Laugharne, Dyfed, is a man on familiar territory. Not only has he replaced the wooden cross on Thomas's grave twice after it fell into disrepair, but he appeared as an undertaker in a film about Thomas's life.

"They filmed a funeral in Laugharne to make things seem more realistic, and I was the undertaker

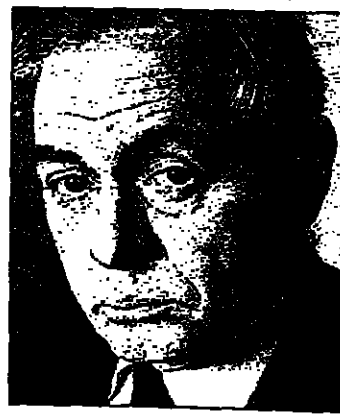
by coincidence," says Evans. "I never saw the film, but my wife did." Evans was an apprentice to his profession in Laugharne when Dylan Thomas died, but did not actually bury him. "I was away on National Service."

Scoop quietly

ELEVEN weeks after it broke the news to a disbelieving world, *Listen Diaries* yesterday celebrated confirmation of its Michael Jackson marriage scoop with a front page picture of the new Mrs Presley-Jackson. But that's about as far as the back-slapping went.

For apart from a few paragraphs of agency copy tucked away on an inside page, it was back to business as usual at the Spanish-language daily, described by one Sanjo Domingo hand as among the drier organs in the Dominican Republic's competitive newspaper market. "US signs accord for observer force to monitor border with Haiti" was the serious-looking front-page lead. Lord Lucan can probably relax.

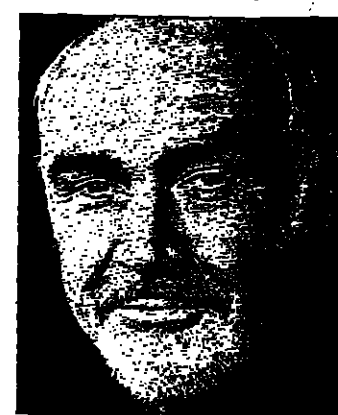
One's mother wouldn't like it. As Mick Jagger strutted to "Honky Tonk Woman" on the first night of the Voodoo Lounge Tour in Washington DC, a montage of appropriately seductive film goddesses shimmied sedately across the giant



video screen behind him. Until, that is, an image of the Queen suddenly appeared, clad in familiar headscarf and biting her lip pensively. A case of can't get no knighthoods, perhaps.

Hidden bond

THIS MONTH sees the publication of a biography of R.D. Laing, the psychiatrist best known for his cheerful endorsement of marijuana and alcohol. The book is written by his son, Adrian Laing, a barrister. In all it is a careful book, but Laing Jr drops one name that is certain to surprise. It emerges that Sean Connery (right) and Laing (left) were long-standing friends.



Laing writes that Connery "dropped in" to his father's Alternative Therapeutic Centre at Kingsley Hall in London. Sadly, he dare go no further.

While researching, he wrote to Connery in the hope that the actor would explain his relationship with his father. Connery declined, and, anxious not to be on the sharp end of a writ, Laing chooses his words carefully. "My father considered him a good friend. They were both working-class Scots. He used to come round to the house a lot. Unfortunately I've never managed to get Sean Connery to tell his side of the story."

P.H.S











## OBITUARIES

## WALTER BAXTER

Walter Baxter, author and restaurateur, died on July 25 aged 79. He was born on May 17, 1915.

WALTER BAXTER was at the centre of three celebrated Old Bailey trials 40 years ago when he and his publishers, William Heinemann, were prosecuted under the Obscene Publications Act. The book which landed them in the dock was Baxter's second work of fiction, *The Image and the Search*, originally published in 1953 and described by one newspaper at the time as "an erotic odyssey", and by the prosecuting counsel, Mervyn Griffith-Jones (later to become notorious in the *Lady Chatterley's Lover* obscenity case) as "pornography dressed up in the clothes of a decent and respectable twelve shillings and sixpenny novel".

Baxter and Heinemann were represented by Gerald Gardiner, QC, subsequently Lord Chancellor in Harold Wilson's 1964-70 Governments. After one jury failed to agree at a hearing presided over by Mr Justice Devlin, the case was sent for retrial. But that jury could not reach a verdict either and, when the third trial began, the Director of Public Prosecutions took the usual course in such circumstances of offering no evidence. The co-defendants were formally found "not guilty" and Heinemann were left free to produce the book afresh.

They decided, however, not to do so — despite the fact that they could have counted on making a small fortune if they had brought the book out again in the wake of the valuable promotion work performed by the DPP. This was bad luck on Baxter who had already won for himself a reputation as an author with his first novel, *Look Down In Mercy* (1951).

That book has since secured a place in literary history as one of the first so-called "gay" novels, because it openly dealt with male homosexuality. But it also attracted high critical acclaim. Largely autobiographical, it was set in the Second World War, in India and Burma, where Baxter fought as a major in the King's Own Yorkshire Light Infantry.

At one point Baxter had found himself trapped on the wrong side of a river during the retreat before the advancing Japanese. Faced by the choice of being taken prisoner or



finding his own way home, he chose the latter option and, despite suffering from hepatitis, walked for 700 miles through the jungle back to India. He survived to become ADC to the 14th Army Commander, General Sir William (later Viscount) Slim, and to serve in a corps headquarters during the reconquest of Burma.

The reactions of a sensitive young homosexual, exposed to the brutalities of a military campaign, enabled Baxter to produce a novel which, Cyril Connolly described in *The Sunday Times* as "one of the greatest books

about the war". At that stage, Baxter seemed set for a literary career.

Following the success of *Look Down In Mercy*, however, his second book, *The Image and the Search*, proved a disappointment, regardless of the sensation that it caused. When Heinemann withdrew it, Baxter, whether in mortification or not, swore that he would never write another novel — and turned to being a restaurateur instead.

This was to be, in a sense, his sixth job. Born in London and brought up in Kent, he was the son of a prosperous

butcher, G. G. Baxter, whose City firm's sausages held the royal warrant. Young Baxter went to St Lawrence College, Ramsgate, and from there to Trinity Hall, Cambridge, to read law. He was articled to a solicitor in the City for three years before the war, but never returned to the law on being demobilised. Instead, he worked for a while in the family firm before writing his two novels. By now a Roman Catholic convert, he returned to India for a while and was teaching at a Jesuit mission there when news reached him that he was to be prosecuted for alleged obscenity.

Lawyer, soldier, butcher, writer, teacher — it was only after his trial that Baxter embarked on what was to be his longest and most successful career as a restaurant proprietor. Himself an accomplished amateur cook, and a close friend of Elizabeth David, he founded the Chatterley restaurant in Old Brompton Road and turned it into an eating place of some distinction.

The interior was designed by Terence Conran and the china by the Marquess of Queensberry. It was said that Elizabeth David, when asked to write the foreword to *Look Down In Mercy*, would almost invariably say: "Let's go to Walter's." He relinquished control of the restaurant in the late 1970s, handing it over to his long-standing friend and companion, Fergus Provan, himself already an experienced restaurateur. More recently, it again changed hands — and this time its name as well. But it remains among the longest-running restaurants of that postwar era still surviving in London.

Baxter retired to Wiltshire where, living deep in the country, he cultivated his garden, specialising in growing orchids.

A big man, over six feet tall, he had passed from being a wild young rebel into a wise guide and counsellor to a wide and impressive circle of close friends. These included Francis Bacon and Graham Greene, whom he came to know as a fellow convert to Roman Catholicism.

But he kept to his word of 40 years ago and never tried to write another novel. Quiet and reflective by nature, Walter Baxter neither flaunted nor tried to conceal his homosexuality, feeling sufficiently confident in the regard of his friends of both sexes to play little or no part in "gay" politics.

## SIR ALEX ALEXANDER

Sir Alex Alexander, banker and industrialist, died on July 25 aged 77. He was born just outside Prague on November 21, 1916.



ALEX ALEXANDER built a remarkable life as an industrialist, financier and patron of the arts. No doubt his early arrival in Britain as a refugee from Czechoslovakia just before the Second World War contributed a great deal to the strength of spirit he demonstrated throughout his life. Appreciation of his new country also may have been a motive for his many philanthropic endeavours on behalf of such British institutions as the Royal Opera House, Glyndebourne and the Royal National Theatre.

Alexander Kesztenbaum, as he was born, got his start in Britain when he met Jack Petre of Westwick Hall, Norfolk, just after the war. The two friends entered into a business partnership which grew from a small canned fruit franchise into a sizeable frozen food enterprise. In 1948 Alex Alexander, as he had become, founded the Westwick Preserving Company and Westwick Distributors. A year later he became founder-chairman of Westwick Frosted Products in partnership with the Ross Group, and in 1954 he joined the Ross Group board. By 1967 he had become managing director and chief executive and was named chairman and chief executive two years later.

In 1969 Ross was taken over by Imperial Tobacco. Recognising how valuable a part of its success Alexander had been, Imperial retained him as chairman of the Ross Group and also appointed him to the Imperial board. By 1971 he had become chairman of Imperial Foods and directed that company's successful expansion until he retired in 1979.

His retirement, however, was short-lived, for that same year he became chairman of J. Lyons, the newly acquired food subsidiary of Allied Breweries. He spent the next decade helping to create today's Allied-Lyons. In acknowledgement of his services to the British food industry, Alexander was knighted in 1974. He was appointed High Sheriff of Norfolk in 1976.

At that stage, it would perhaps have made sense for most men to slip contentedly into retirement and enjoy a more relaxed lifestyle. Alexander, however, had other ideas

and decided to tackle new challenges in the City. At the age of 73 he became a senior managing director of Lehman Brothers, the US investment bank, and spent the latter years of his life advising companies on complex financial transactions. It was a very successful transition, in keeping with his whole track record.

Success in business did not, however, in any sense give him a narrow focus. In addition to being an industrialist and a banker, he had another life as a patron of the arts. He used his considerable personal charm and business acumen to raise money for a broad range of good causes. He sought to make a difference not only behind the scenes, through discreet solicitations, but also by taking personal responsibility in a way that too few businessmen do. Among many duties he served as chairman of the Royal Opera House Trust, a trustee of the Glyndebourne Arts Trust and a member of the Advisory Council of the Prince's Youth Business Trust.

In 1991 he was the recipient of the Goodman Award — a mark of recognition given for outstanding individual achievement in support of the arts. His belief that business, through sponsorship, have a responsibility to support cultural and community initiatives undoubtedly had an influence on the many boardrooms in which he served.

He is survived by his wife Margaret and by two sons and two daughters.

## GRETE SCHICKEDANZ

Grete Schickedanz, German businesswoman, died on July 25 aged 82. She was born in Fürth, near Nuremberg, on October 20, 1911.

ONE of that band of entrepreneurial giants whose drive and initiative were crucial components of the country's postwar *Wirtschaftswunder* (economic miracle), Grete Schickedanz was once styled the "first lady of German industry" by Richard von Weizsäcker, the recently-retired German President. It was a sentiment widely shared in her country, especially in her home state of Bavaria.

Quelle (whose name means "source" or "fountainhead") is Europe's largest mail order firm and the flagship operation of the Schickedanz empire, based in the Bavarian city of Fürth. The family-owned group, whose day-to-day management Grete Schickedanz relinquished only in the spring of last year, had a turnover of DM17 billion (£7 billion) in 1993. Schickedanz had been listed by *Forbes Magazine* as one of the world's richest women.

But her beginnings were humble. As Grete Lachner, she is said to have been penniless when she joined Gustav Schickedanz's modest wholesale business in 1927 at the age of 15. But her business acumen and energy quickly led to her being one of his closest confidantes and she was one of the first five members of the staff of Quelle, which was set up that year. By 1931 she was head of the purchasing department. Marriage to the boss, who was 17 years her senior, did not come until 1942, at the height of the Second World War.

Although Quelle had grown into Germany's biggest mail order house by the outbreak of war, it was its phoenix-like rise after the war that produced its most impressive growth, making the company almost a paradigm of Germany's economic rebirth.

A woman of tireless energies, Grete Schickedanz was credited with much of the rebuilding of Quelle after Allied bombing raids had severely damaged the compa-

ny's headquarters, warehouses and stock.

When Allied ground forces arrived in Fürth they confiscated all Quelle's premises and goods. Yet the Schickedanz were back in business in 1946 and quickly revived business links with their old network of textile merchants. In this immediate postwar period Grete Schickedanz became established in the public mind as a woman with a strong social conscience, which went with her business acumen. A person of magnetic character, she was soon regarded as one of those entrepreneurs who gave Germans back their self-esteem after the moral catastrophe of the Third Reich.

Grete Schickedanz also set up her own textile company which aimed at supplying the basic needs of war-torn Germany and its millions of displaced, impoverished people. Her personal involvement in producing the Quelle catalogue gave her the power to steer German mass-market fashion and she must be seen as one of the most important arbiters of her country's taste in the postwar era.

She took the Schickedanz

group and its activities into new areas, such as furniture and a chain of opticians, fields in which, too, she helped to mould German taste. She travelled constantly on business and was chairwoman of Quelle in Linz, Austria, and a member of the supervisory board of a company branch at Santa Cruz de Tenerife.

Yet her sense of thrift never deserted her. At a recent ceremony to lay the foundation stone of new Quelle premises in Leipzig in the former German Democratic Republic, she voiced lingering doubts about the wisdom of this major investment. For, while many listed companies have felt under pressure from shareholders to invest in the eastern half of Germany since reunification, the privately-owned Schickedanz group felt no such obligation. Nevertheless, it has poured more than DM2.5 billion into the new Länder (states) of the east.

Her husband died in 1977, since when her two sons-in-law, Wolfgang Bühler, the current chairman, and Hans Dedi have helped to run the Schickedanz empire.

Grete Schickedanz is survived by a daughter.



## I. K. PATEL



I. K. Patel, banker, died from a heart attack on July 27 aged 67. He was born at Palaj, India, on March 19, 1927.

A BANKER and philanthropist, I. K. Patel was a linchpin of the Indian community abroad, first in Tanzania and for the last 20 years in London. As was the custom among the East African Asian community, he was known to everyone as "I. K.", but his full name was Ishwarbhai Kashibhai Patel. He was born in the Kaira district of India, north of Bombay, where he was edu-

cated and studied accountancy, but for most of his adult life he lived in Tanzania, where he held various posts at Barclays Bank from 1945, becoming finally director of banking operations at head office in Dar es Salaam.

In 1973 Patel arrived in London, and joined first Barclays, and then BCCI as a branch manager. He retired as an area manager in 1990, after which he spent a quarter of each year back in India with his family. There he was active in numerous charitable programmes, including the equipping of a local hospital, the setting up of drainage systems and education for the poor. He raised around £40,000 in Britain for these projects.

In the Asian community abroad, both in Tanzania and London, Patel was known as something of a mediator in family or marital disputes. In Tanzania he was a member of the British Red Cross Society. In Britain, he was a member of numerous Hindu societies, and organised the raising of funds to start a centre for Indian studies at the University of Hull.

I. K. Patel is survived by his wife and a son.

## PROFESSOR REGINALD HALL

Reginald Hall, CBE, Professor of Medicine at the University of Wales College of Medicine, 1980-89, died from amyloid disease in Cardiff on July 20 aged 62. He was born on October 1, 1931.



THERE have been few in recent years who have contributed more than Reginald Hall to British medicine in general, and internationally to clinical and research endocrinology in particular.

He was a prolific writer of more than 400 scientific papers and contributed to many textbooks. With David Evered he co-authored two atlases related to endocrinology and with Professor Michael Besser edited *Fundamentals of Clinical Endocrinology*, now in its fourth edition.

Through his hands passed a succession of young doctors and research workers who have since achieved distinction — three are professors of medicine in the United Kingdom and many others are professors of medicine or heads of departments as far afield as Santiago, Istanbul, Algeria, India, Singapore, Costa Rica and New York.

Reginald Hall received his medical education at Durham University, where he qualified in 1956. Thereafter his professional base for the next 25 years was the Royal Victoria Infirmary in Newcastle upon Tyne.

In 1960 his early promise was rewarded with a Harkness Fellowship to Harvard University where he worked as a clinical research fellow at the Massachusetts General Hospital, and from which stemmed his lifelong interest in disorders of the thyroid gland.

On his return to Newcastle

## PERSONAL COLUMN

## TICKETS FOR SALE

ALL TICKETS: World Cup Rugby 94 & 9 Nations, Premiership, 1st, 2nd, 3rd, 4th, 5th, 6th, 7th, 8th, 9th, 10th, 11th, 12th, 13th, 14th, 15th, 16th, 17th, 18th, 19th, 20th, 21st, 22nd, 23rd, 24th, 25th, 26th, 27th, 28th, 29th, 30th, 31st, 32nd, 33rd, 34th, 35th, 36th, 37th, 38th, 39th, 40th, 41st, 42nd, 43rd, 44th, 45th, 46th, 47th, 48th, 49th, 50th, 51st, 52nd, 53rd, 54th, 55th, 56th, 57th, 58th, 59th, 60th, 61st, 62nd, 63rd, 64th, 65th, 66th, 67th, 68th, 69th, 70th, 71st, 72nd, 73rd, 74th, 75th, 76th, 77th, 78th, 79th, 80th, 81st, 82nd, 83rd, 84th, 85th, 86th, 87th, 88th, 89th, 90th, 91st, 92nd, 93rd, 94th, 95th, 96th, 97th, 98th, 99th, 100th, 101st, 102nd, 103rd, 104th, 105th, 106th, 107th, 108th, 109th, 110th, 111th, 112th, 113th, 114th, 115th, 116th, 117th, 118th, 119th, 120th, 121st, 122nd, 123rd, 124th, 125th, 126th, 127th, 128th, 129th, 130th, 131st, 132nd, 133rd, 134th, 135th, 136th, 137th, 138th, 139th, 140th, 141st, 142nd, 143rd, 144th, 145th, 146th, 147th, 148th, 149th, 150th, 151st, 152nd, 153rd, 154th, 155th, 156th, 157th, 158th, 159th, 160th, 161st, 162nd, 163rd, 164th, 165th, 166th, 167th, 168th, 169th, 170th, 171st, 172nd, 173rd, 174th, 175th, 176th, 177th, 178th, 179th, 180th, 181st, 182nd, 183rd, 184th, 185th, 186th, 187th, 188th, 189th, 190th, 191st, 192nd, 193rd, 194th, 195th, 196th, 197th, 198th, 199th, 200th, 201st, 202nd, 203rd, 204th, 205th, 206th, 207th, 208th, 209th, 210th, 211st, 212th, 213th, 214th, 215th, 216th, 217th, 218th, 219th, 220th, 221st, 222nd, 223rd, 224th, 225th, 226th, 227th, 228th, 229th, 230th, 231st, 232nd, 233rd, 234th, 235th, 236th, 237th, 238th, 239th, 240th, 241st, 242nd, 243rd, 244th, 245th, 246th, 247th, 248th, 249th, 250th, 251st, 252nd, 253rd, 254th, 255th, 256th, 257th, 258th, 259th, 260th, 261st, 262nd, 263rd, 264th, 265th, 266th, 267th, 268th, 269th, 270th, 271st, 272nd, 273rd, 274th, 275th, 276th, 277th, 278th, 279th, 280th, 281st, 282nd, 283rd, 284th, 285th, 286th, 287th, 288th, 289th, 290th, 291st, 292nd, 293rd, 294th, 295th, 296th, 297th, 298th, 299th, 300th, 301st, 302nd, 303rd, 304th, 305th, 306th, 307th, 308th, 309th, 310th, 311st, 312th, 313th, 314th, 315th, 316th, 317th, 318th, 319th, 320th, 321st, 322nd, 323rd, 324th, 325th, 326th, 327th, 328th, 329th, 330th, 331st, 332nd, 333rd, 334th, 335th, 336th, 337th, 338th, 339th, 340th, 341st, 342nd, 343rd, 344th, 345th, 346th, 347th, 348th, 349th, 350th, 351st, 352nd, 353rd, 354th, 355th, 356th, 357th, 358th, 359th, 360th, 361st, 362nd, 363rd, 364th, 365th, 366th, 367th, 368th, 369th, 370th, 371st, 372nd, 373rd, 374th, 375th, 376th, 377th, 378th, 379th, 380th, 381st, 382nd, 383rd, 384th, 385th, 386th, 387th, 388th, 389th, 390th, 391st, 392nd, 393rd, 394th, 395th, 396th, 397th, 398th, 399th, 400th, 401st, 402nd, 403rd, 404th, 405th, 406th, 407th, 408th, 409th, 410th, 411st, 412th, 413th, 414th, 415th, 416th, 417th, 418th, 419th, 420th, 421st, 422nd, 423rd, 424th, 425th, 426th, 427th, 428th, 429th, 430th, 431st, 432nd, 433rd, 434th, 435th, 436th, 437th, 438th, 439th, 440th, 441st, 442nd, 443rd, 444th, 445th, 446th, 447th, 448th, 449th, 450th, 451st, 452nd, 453rd, 454th, 455th, 456th, 457th, 458th, 459th, 460th, 461st, 462nd, 463rd, 464th, 465th, 466th, 467th, 468th, 469th, 470th, 471st, 472nd, 473rd, 474th, 475th, 476th, 477th, 478th, 479th, 480th, 481st, 482nd, 483rd, 484th, 485th, 486th, 487th, 488th, 489th, 490th, 491st, 492nd, 493rd, 494th, 495th, 496th, 497th, 498th, 499th, 500th, 501st, 502nd, 503rd, 504th, 505th, 506th, 507th, 508th, 509th, 510th, 511st, 512th, 513th, 514th, 515th, 516th, 517th, 518th, 519th, 520th, 521st, 522nd, 523rd, 524th, 525th, 526th, 527th, 528th, 529th, 530th, 531st, 532nd, 533rd, 534th, 535th, 536th, 537th, 538th, 539th, 540th, 541st, 542nd, 543rd, 544th, 545th, 546th, 547th, 548th, 549th, 550th, 551st, 552nd, 553rd, 554th, 555th, 556th, 557th, 558th, 559th, 560th, 561st, 562nd, 563rd, 564th, 565th, 566th, 567th, 568th, 569th, 570th, 571st, 572nd, 573rd, 574th, 575th, 576th, 577th, 578th, 579th, 580th, 581st, 582nd, 583rd, 584th, 585th, 586th, 587th, 588th, 589th, 590th, 591st, 592nd, 593rd, 594th, 595th, 596th, 597th, 598th, 599th, 600th, 601st, 602nd, 603rd, 604th, 605th, 606th, 607th, 608th, 609th, 610th, 611st, 612th, 613th, 614th, 615th, 616th, 617th, 618th, 619th, 620th, 621st, 622nd, 623rd, 624th, 625th, 626th, 627th, 628th, 629th, 630th, 631st, 632nd, 633rd, 634th, 635th, 636th, 637th, 638th, 639th, 640th, 641st, 642nd, 643rd, 644th, 645th, 646th, 647th, 648th, 649th, 650th, 651st, 652nd, 653rd, 654th, 655th, 656th, 657th, 658th, 659th, 660th, 661st, 662nd, 663rd, 664th, 665th, 666th, 667th, 668th, 669th, 670th, 671st, 672nd, 673rd, 674th, 675th, 676th, 677th, 678th, 679th, 680th, 681st, 682nd, 683rd, 684th, 685th, 686th, 687th, 688th, 689th, 690th, 691st, 692nd, 693rd, 694th, 695th, 696th, 697th, 698th, 699th, 700th, 701st, 702nd, 703rd, 704th, 705th, 706th, 707th, 708th, 709th, 710th, 711st, 712th, 713th, 714th, 715th, 716th, 717th, 718th, 719th, 720th, 721st, 722nd, 723rd, 724th, 725th, 726th, 727th, 728th, 729th, 730th, 731st, 732nd, 733rd, 734th, 735th, 736th, 737th, 738th, 739th, 740th, 741st, 742nd, 743rd, 744th, 745th, 746th, 747th, 748th, 749th, 750th, 751st, 752nd, 753rd, 754th, 755th, 756th, 757th, 758th, 759th, 760th, 761st, 762nd, 763rd, 764th, 765th, 766th, 767th, 768th, 769th, 770th, 771st, 772nd, 773rd, 774th, 775th, 776th, 777th, 778th, 779th, 780th, 781st, 782nd, 783rd, 784th, 785th, 786th, 787th, 788th, 789th, 790th, 791st, 792nd, 793rd, 794th, 795th, 796th, 797th, 798th, 799th, 800th, 801st, 802nd, 803rd, 804th, 805th, 806th, 807th, 808th, 809th, 810th, 811st, 812th, 813th, 814th, 815th, 816th, 817th, 818th, 819th, 820th, 821st, 822nd, 823rd, 824th, 825th, 826th, 827th, 828th, 829th, 830th, 831st, 832nd, 833rd, 834th, 835th, 836th, 837th, 838th, 839th, 840th, 841st, 842nd, 843rd, 844th, 845th, 846th, 847th, 848th, 849th, 850th, 851st, 852nd, 853rd, 854th, 855th, 856th, 857th, 858th, 859th, 860th, 861st, 862nd, 863rd, 864th, 865th, 866th, 867th, 868th, 869th, 870th, 871st, 872nd, 873rd, 874th, 875th, 876th, 877th, 878th, 879th, 880th, 881st, 882nd, 883rd, 884th, 885th, 886th, 887th, 888th, 889th, 890th, 891st, 892nd, 893rd, 894th, 895th, 896th, 897th, 898th, 899th, 900th, 901st, 902nd, 903rd, 904th, 905th, 906th, 907th, 908th, 909th, 910th, 911st, 912th, 913th, 914th, 915th, 916th, 917th, 918th, 919th, 920th, 921st, 922nd, 923rd, 924th, 925th, 926th, 927th, 928th, 929th, 930th, 931st, 932nd, 933rd, 934th, 935th, 936th, 937th, 938th, 939th, 940th, 941st, 942nd, 943rd, 944th, 945th, 946th, 947th, 948th, 949th, 950th, 951st, 952nd, 953rd, 954th, 955th, 956th, 957th, 958th, 959th, 960th, 961st, 962nd, 963rd, 964th, 965th, 966th, 967th, 968th, 969th, 970th, 971st, 972nd, 973rd, 974th, 975th, 976th, 977th, 978th, 979th, 980th, 981st, 982nd, 983rd, 984th, 985th, 986th, 987th, 988th, 989th, 990th, 991st, 992nd, 993rd, 994th, 995th, 996th, 997th, 998th, 999th, 1000th, 1001st, 1002nd, 1003rd, 1004th, 1005th, 1006th, 1007th, 1008th, 1009th, 1010th, 1011st, 1012th, 1013th, 1014th, 1015th, 1016th, 1017th, 1018th, 1019th, 1020th, 1021st, 1022nd, 1023rd, 1024th, 1025th, 1026th, 1027th, 1028th, 1029th, 1030th, 1031st, 1032nd, 1033rd, 1034th, 1035th, 1036th, 1037th, 1038th, 1039th, 1040th, 1041st, 1042nd, 1043rd, 1044th, 1045th, 1046th, 1047th, 1048th, 1049th, 1050th, 1051st, 1052nd, 1053rd, 1054th, 1055th, 1056th, 1057th, 1058th, 1059th,



The controllers of BBC1 and Radio 4 believe their reforms are beginning to pay off

# The entertaining Mr Yentob

The head of BBC1 reckons he is giving us a great summer's viewing, reports Alexandra Frean

First, can we get one thing straight? ITV has not increased its lead over BBC1 by 50 per cent this year. In fact, BBC1 is alone among the four mainstream channels in increasing its peak-time audience share.

Alan Yentob, head of BBC1 and the most experienced television channel controller in the UK, with seven years' experience under his belt, has the figures at his fingertips to prove it. BBC1's peak-time share rose by 0.5 per cent to reach 32.8 per cent between January and the end of July, while ITV's fell 0.5 per cent to 43.7 per cent. End of lecture.

Eighteen months after switching from controller of BBC2 to BBC1, Yentob appears relaxed — extraordinarily so, when you consider that his partner, Philippa, gave birth to their second child, a daughter, on Monday night. Yentob claims not to be trying to score points over ITV by picking over statistics. He wants merely to show that fears of the total demise of the BBC1 audience have been grossly exaggerated.

Yentob is keen too to stress that BBC1's duty office has not received a single complaint from viewers about repeats this summer. This week's peak-time schedules are positively packed with novelties, he says, from drama (*Tales of Para Handy* and *Chandler & Co*) to natural history (Desmond Morris's *The Human Animal*).

Compared with last summer, when BBC1 ended up apologising to the public for filling roughly a quarter of its peak-time schedules with re-runs, and its audience share dipped below 30 per cent, this does indeed represent a triumph. "I just don't think you can compare this schedule with a year ago. Most evenings now there is something new," Yentob says.

As if this were not enough, yesterday he unveiled a raft of new material for the autumn, including *Seaforth*, a family saga set during the Second World War, and *The New Vicar*, a new sitcom by



Alan Yentob, relaxed and bullish after 18 months in the job: BBC1's duty office has not received a single complaint from viewers about repeats this summer, he claims

Richard Curtis starring Dawn French as a priest.

Yentob's confidence that the stability of BBC1's audience is a "good thing" — even if that does mean it continues to lag more than ten percentage points behind ITV in audience share — is partly a reflection of a generally more positive mood sweeping through the BBC's Television Centre in west London. Much of the new work Yentob has commissioned for BBC1 has been funded directly from savings generated from "producer choice", the BBC's controversial market-driven accounting system, introduced last year. Some has also resulted from the year-long programme strategy review Yentob

has conducted with Liz Forgan, managing director of BBC Radio. Here Yentob gesticulates enthusiastically. There has been a real dialogue with programme makers, an analysis of what the audience wants, and an attempt to put the two together, he beams. Unusually perhaps, for someone who has been institutionalised in the BBC for more than 25 years, he appears to be painfully aware of the responsibility he carries for guiding his staff into the new, more consumer-conscious BBC of the 1990s.

"Before, the trick at the BBC was to allow programme makers to do what they wanted, and put that before the audience," he cites producers who feel more comfort-

able making arty *Screen One* plays than meeting the far more difficult challenge of creating popular drama. Some of the results of the strategy review are already on screen. They include the user-friendly early evening investigative programme *Here and Now*, the science/sporting programme *The Contenders*, the how-to programme, *How Do They Do That?* and an increased science output.

Yentob's attempts to improve BBC's lamentable reputation for popular drama include the hospital drama *Cardiac Arrest*, and *Roughnecks*, set on an oil rig. While both programmes achieved critical acclaim and matched the audiences of ITV dramas such as *Medics* and

*Moving Story*, they have not managed to reach the audience levels of 9 to 12 million regularly attracted by other ITV dramas such as *Peak Practice* or *Sharpe*. And the new autumn schedule has precious little in the way of drama with mass appeal.

Yentob's response to this is that it is not BBC1's role, as a public service broadcaster, to compete head to head with ITV at all times. "I have to know when to say, 'I'm not going to be competitive'. We have chosen some evenings where we are not going to be that competitive, and others where we are," he says. "My priority is to conduct a diverse schedule and I think I have succeeded."

Yentob has identified a number of areas for future improvement. Although he skirts uneasily round the subject of light entertainment, saying only how grateful he is to have on board David Liddiment, formerly of Granada Television, he says he is now keen to develop the BBC1 situation comedy output.

"Sitcoms are an incredibly challenging area. There are lots of documentary producers, but good entertainment producers are a very rare breed," he says. Is this the same Alan Yentob who used to be known for his arty, intellectual, factual-based programming on BBC2? The reforms at the BBC have clearly gone deeper than many might have thought.

## Is this the end for adland?

Modern consumers are distrustful and unresponsive

IS THE advertising industry on its last legs? Last week, advertising guru Dan Wieden made the bold prediction that "marketing, as we know it, will stop working". Hot on the heels of warnings from Ed Artzt, the Procter & Gamble chief executive, that television advertising may be killed by the coming multimedia revolution, Mr Wieden went even further. And he is likely to be heeded, for it was he that turned a boring old sports shoe, Nike, into a global cult brand.

The relationship between consumers and advertising is almost beyond repair, he suggested. "Consumers don't trust any of us. They don't do what they're told, or cajoled, or even tricked into doing."

Instead, Mr Wieden suggested, consumers are "growing up" to see through the tricks of the advertising trade. "They've seen so many commercials, they know manipulation when they see it, and they simply see it everywhere," Mr Wieden told the assembled pony-tails.

Meanwhile, Gerald Fencer, chief executive of the Cott corporation and maker of own-label colas such as Sainsbury's Classic Cola, has attacked the paraphernalia of marketing as a tax on consumers. "Consumers are smarter now than they were 20 years ago. They are no longer prepared to pay a brand tax, the extra costs of hiring rock stars and the like to promote and sustain a brand's image. You can only pay so long for an icon," he says.

But is Mr Wieden right when he says closures are imminent? Some industry executives, including Giles Keeble, creative director at Leo Burnett, agree that the relationship between advertisers and consumers is in a parlous state. "It is not very different from politicians and voters. People are jaundiced, just because you as a marketer have something to say, it



The Body Shop has marketed itself as truthful above all

doesn't mean that people will believe it."

Likewise, Rupert Howell, managing director of Howell Henry Caldecott Lury, says that consumers "are getting tired of the mechanics of marketing and bored with its formulas". Instead, he argues, "advertising is moving from manufacturer-push to consumer-pull", as consumers move from being passive recipients of advertisers' messages to active editors.

OTHERS see ads becoming polarised into two types. The first group might embrace what commentator Faith Popcorn calls "truth in advertising", with ads becoming more like *Which?* reports or adopting a take-me-as-I-am approach, like the Body Shop. The second would be the opposite, with marketers playing self-referential advertising games with knowing, sophisticated consumers, who judge brands partly on their image-creating ability.

Mr Wieden himself sees the coming age of interactive media as a potential saviour, allowing a born-again advertising industry to engage consumers in "honest dialogue", rather than the dishonest monologue it has conducted in the past. "A brand is not a thing. It is a relationship," he says.

But there are some, such as John Hegarty, creative director of Bartle Bogle Hegarty and creator of the legendary "refreshes the parts" campaign, who dismiss all this out of hand. It may be true that American consumers are becoming advertising immune, he says, but that's because "so much of their advertising is dire". In America, public appreciation of advertising is low and falling, he points out. But in Britain it remains high. The best reply to critics of advertising, he says, is to make it interesting.

Bill Mawhinney, creative director at CDP, agrees. The industry, he says, is currently indulging in what it does best: hype. Marketing may be changing, but just as multi-billion industries like Hollywood continue to flourish, so will advertising. "The people with the power to touch people will always be the ones who are successful."

Meanwhile, one advertising executive who asks not to be named admits that "most of us are dancing around somewhere in the middle, trying to con people a little bit".

ALAN MITCHELL

Radio 4 is managing to win back dissatisfied listeners with racier programmes and plans for strong late-night comedy schedules

## More froth and comedy

While radio listeners are deserting the BBC's national and local stations in their millions, Radio 4's audience figures are slowly creeping up. According to research published yesterday by the Radio Joint Audience Research (Rajar), the station has increased its weekly listenership by 358,000 in the past three months.

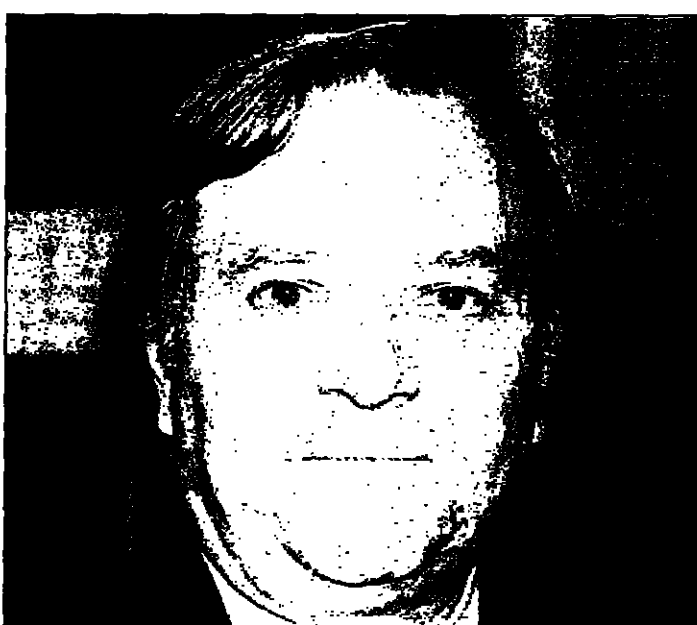
Encouraged no doubt by these findings, Michael Green, Radio 4's affable controller, is formulating plans for change designed to attract even more listeners.

One of his top priorities is a shake-up of the station's late-night schedule, including reviving plans — first mooted two years ago but subsequently shelved owing to lack of funds — to create a new, racier version of the programme *Book at Bedtime*. Although his proposals for a second book-reading programme are still em-

bryonic, Mr Green envisages a post-midnight show that would accommodate the kind of contemporary English and American fiction that might normally be considered too "blue" for *Book at Bedtime* — such as Martin Amis's *London Fields*.

"There are books which are hard to embrace within *Book at Bedtime* because the audience has certain traditional expectations. While we have been able to carry unexpurgated readings from *Lady Chatterley's Lover* and *Ulysses*, that is about as far as we could go," Mr Green says.

He also has plans to develop Radio 4's already prolific light entertainment and comedy output. From next spring the 11pm to midnight slot on Wednesdays will be handed over to a half-hour comedy programme, followed by two 15-minute comedy monologue or sketch shows.



Michael Green is unmoved by the controversy over the changes

Although this week's Rajar figures show that Radio 4 is now back to 8.5 million listeners a week, Mr Green is conscious that the station will eventually face tough competition from an advancing breed of speech-based stations — including

The post-11pm slot is already patronised by a relatively young audience, drawn from a wider social background than the rest of Radio 4. It is also split roughly 50-50 between men and women (compared with the 30-70 male-female divide during daytime listening), and it is now seen as one of the biggest areas for growth.

In an attempt to differentiate his network further from growing competition from new speech-based rivals, Mr Green is also focusing on drama. While Radio 4 will remain the single biggest commissioner of drama in the UK, he is keen to shift the emphasis from single dramas and plays to series to help the station to "lock in" audience loyalty. As a start, he has enlisted the help of the television soap guru and creator of Channel 4's *Brookside*, Phil Redmond, to produce a new six-part hospital drama series, *Doctors*, which starts later this month.

To prove that the network can broaden its audience, Mr Green points to Radio 4's controversial mid-afternoon magazine programme *Anderson Country*, which was launched in February. The programme, which mixes feature reports with discussion and is hosted by Gerry Anderson, has

attracted a record 1,500 complaints, with unhappy listeners branding it banal and superficial — a sort of "chewing gum for the ears".

The programme lifted the weekday 3pm to 4pm average audience by 20,000 to 340,000 in the past three months and while there has been a drop of listeners from the South and Midlands (down from 72 per cent of the audience to 67 per cent), there has been a corresponding increase in the North and Scotland (from 25 to 30 per cent).

Unmoved by the fuss surrounding *Anderson Country*, Mr Green points out that at least 60 per cent of Radio 4's schedule is the same as 20 years ago, and digs out a few old copies of the *Radio Times* to prove it.

Mr Green, 53, is now being touted as a possible future head of BBC World Service Radio, to take over from the BBC's deputy director-general Bob Phillips, who has his hands full expanding the corporation's international commercial activities. Were he to go, the BBC would no doubt find it extremely difficult to find such a seemingly benign agent of change.

ALEXANDRA FREAN

Peter Barnard, page 35

## Which programmes do newspaper readers watch?

MORE THAN a quarter of the readers of *The Financial Times* regularly watch *Coronation Street*, but less than 20 per cent of *Independent* and *Times* readers make a habit of tuning in to ITV's northern soap opera. According to Martin Sambrook, of Media Audits, an advertising consultancy that has conducted a survey of the viewing of habits of the readers of individual newspapers, such information can be valuable to advertisers who want to target niche markets, Alexandra Frean writes.

Mr Sambrook's findings confirm many stereotypes. *Guardian* readers, for example, show a republican streak. They were alone among the broadsheet newspaper readership in not placing Jonathan Dimbleby's television biography of the Prince of Wales at the top of their viewing list in June. Even readers of *The Independent*, which for many years made a virtue of ignoring royal stories, made the programme number one in their viewing of programmes that night.

There are other surprises. Readers of the royalty-obsessed tabloid papers showed relatively little interest in the programme. For readers of *The Star* and *The Sport*, it did not even feature in the top ten. They favour game shows and popular dramas.

*Coronation Street* features in every top ten, apart from those for *Times* and *Independent* readers, who favour the BBC1 soap *EastEnders*.

ITV clearly needs to try harder with people who take *The Independent* and *The Times*. In May and

June, only two ITV shows made the top ten for readers of these papers.

The findings underscore the usefulness to the tabloid press of television sponsorship in reaching the readers of rival publications. ITV's game show, *Play Your Cards Right*, sponsored by *The Sun* (circulation about 4 million), was watched by 30.4 per cent of its readers in June. It was also seen by 30.3 per cent of readers of the *Daily Mirror* (circulation 2.5 million). *The Sun's* biggest rival,

FINANCIAL TIMES	GUARDIAN	INDEPENDENT	DAILY TELEGRAPH	THE TIMES	DAILY EXPRESS
3 Prince of Wales.....29.3	3 Coronation Street.....29.1	3 Prince of Wales.....29.2	3 Prince of Wales.....29.7	3 Prince of Wales.....33.6	3 Prince of Wales.....33.1
3 Coronation Street.....25.7	3 Eve with G Liner.....28.2	1 Cardiac Arrest.....22.9	1 Crimewatch UK.....24.0	1 News 4.....24.4	3 Coronation Street.....31.5
1 Secret Army.....21.4	1 Crimewatch UK.....25.8	3 Taggart.....21.6	1 D-Day Battle of Normandy.....22.2	1 Crimewatch UK.....24.4	1 Crimewatch UK.....30.2
3 Touch of Frost.....21.3	2 World Cup Grandstand.....25.4	1 Crimewatch UK.....21.6	3 Coronation Street.....21.7	1 D-Day Battle of Normandy.....23.0	3 Taggart.....28.3
1 Dream Team.....20.6	3 Prince of Wales.....24.2	1 World Cup Ceremony.....20.9	3 Enforcer.....20.7	2 World Cup Grandstand.....22.8	3 Taggart.....25.5
3 Enforcer.....20.3	1 D-Day Battle of Normandy.....23.9	1 Secret of My Success.....20.5	3 Sharpe.....20.7	1 World Cup Ceremony.....21.1	3 Touch of Frost.....25.4
1 D-Day Battle of Normandy.....20.0	3 World Cup 94.....23.3	1 EastEnders.....19.7	1 Morecambe & Wise.....20.5	1 New Adventures of Superman.....21.1	1 D-Day Battle of Normandy.....24.3
2 World Cup Grandstand.....19.8	1 EastEnders.....22.4	1 D-Day Battle of Normandy.....19.7	1 Dad's Army.....20.3	2 Grand Prix.....20.8	1 EastEnders.....23.7
1 EastEnders.....19.5	3 You've Been Framed.....21.9	2 World Cup Grandstand.....19.2	3 Stars in Their Eyes.....20.1	3 Enforcer.....20.6	2 Play Your Cards Right.....23.6
1 Sharpe.....19.1	3 Cadfael.....21.3	1 Clockwise.....19.0	1 EastEnders.....20.0	1 Morecambe & Wise.....20.3	1 Morecambe & Wise.....23.1
DAILY MAIL	TODAY	DAILY MIRROR	DAILY SPORT	DAILY STAR	THE SUN
3 Coronation Street.....29.8	3 Prince of Wales.....36.9	3 Coronation Street.....41.5	3 You've Been Framed.....35.8	3 Coronation Street.....35.1	3 Coronation Street.....37.9
1 Prince of Wales.....29.3	3 Coronation Street.....35.0	1 EastEnders.....33.4	3 Brian Conley Show.....31.8	3 You've Been Framed.....30.1	3 You've Been Framed.....31.1
1 EastEnders.....26.7	3 Taggart.....31.1	3 Prince of Wales.....30.4	3 Coronation Street.....31.6	3 Taggart.....28.8	3 Play Your Cards Right.....30.4
1 Crimewatch UK.....25.2	1 EastEnders.....31.0	3 Play Your Cards Right.....30.3	3 Play Your Cards Right.....29.8	3 Enforcer.....27.5	1 EastEnders.....30.3
3 Enforcer.....24.1	1 Morecambe & Wise.....30.1	3 You've Been Framed.....29.7	3 Enforcer.....27.8	3 Sharpe.....27.1	3 Enforcer.....29.8
1 Morecambe & Wise.....23.8	1 We'll Meet Again.....26.6	3 Touch of Frost.....29.1	1 World Cup Ceremony.....26.5	1 EastEnders.....26.8	3 Taggart.....28.0
3 Sharpe.....22.9	3 You've Been Framed.....26.7	3 Stars in Their Eyes.....28.9	1 EastEnders.....26.0	3 Stars in Their Eyes.....26.9	3 Prince of Wales.....27.8
1 We'll Meet Again.....22.6	1 New Adventures of Superman.....25.9	3 The Bill.....28.7	3 Taggart.....25.8	1 Crimewatch UK.....26.3	3 Sharpe.....27.5
1 D-Day Battle of Normandy.....22.4	3 The Bill.....25.8	3 Dances With Wolves.....28.8	3 Stars in Their Eyes.....25.6	3 The Bill.....26.2	3 Stars in Their Eyes.....27.3
3 Taggart.....19.1	3 Evening with Gary Lineker.....25.5	3 Enforcer.....28.5	3 Touch of Frost.....24.8	3 Dances With Wolves.....25.7	1 Crimewatch UK.....27.1

Viewing for June 1994. 1=BBC1, 2=BBC2, 3=ITV. Figures show percentage reach of that programme to all readers of that newspaper (ie 29.3 per cent of FT readers watched Prince of Wales). Source: Media Audits using BARB data

JP 11/10/150



TO ADVERTISE  
CALL: 071 481 4481

# MEDIA SALES & MARKETING

FAX:  
071 782 7107

**0500 92192**  
**FREE PAGES**

## FIELD SALES EXECUTIVES

OTE £30K

Free Pages wishes to talk to ambitious Sales Professionals to join the launch of their brilliant new 0500 192 192 Talking Directory Service.

**RAPID CAREER DEVELOPMENT**

- This is a major opportunity for articulate and dynamic sales people to join a rapidly expanding company. Proven new business selling skills, preferably specialist service based, will be required. If you have a directory industry background, so much the better.

**HIGH BASIC**

- The remuneration package includes a high basic salary and a fully expensed company car.

**LOCATION**

- We are looking for numerous motivated people throughout London and the Home Counties, to join our sales teams at our Sunbury, South Croydon and North East London sales offices.

**ACTION**

**Ring Now - We will arrange an initial meeting**

Call Rachel Thompson Today on 071-930 5152

## SWISS FRANC WARRANT/CONVERTIBLE DEALER

Dealer required for US Owned City Broker based in London. You will be required to have a specialised knowledge of the Swiss Franc Warrants and Convertibles Market.

The successful candidate must have a minimum of 3 years experience and will be expected to speak at least English, German and Swiss German with preferably one other language.

Salary £40,000 plus benefits

Please Reply to Box No 9791  
c/o Times Newspapers Ltd,  
1 Virginia Street,  
London E1 9BL

## SAGA BUSINESS DEVELOPMENT MANAGER

Personal Lines Insurance  
KENT: Attractive salary and benefits

Few opportunities exist today to join a fast-growing direct marketing company with excellent brand strength and a well-defined target market.

With over 40 years' experience in serving people in or approaching retirement, Saga has become a household name. The leading organisation providing specialist services and products for older people, Saga is a major direct marketer with a customer database of 3 million households.

Saga Services Ltd, the insurance services subsidiary of the Group, was set up in 1988 to develop and market insurance and other products specifically for people in the target market. It has successfully established itself as one of the leading providers of insurance services and now employs over 300 staff. The company's expansion has led to the creation of a new position, reporting to the Head of Business and Product Development, to assist in the further development of innovative insurance products for the 50+ market.

### The Appointment

- ★ Developing and implementing customer loyalty strategies
  - ★ Developing and implementing strategic initiatives
  - ★ Ensuring that business activities are customer focused
  - ★ Establishing strategic marketing initiatives
  - ★ Identifying opportunities that add value to Saga Services' product range
- The Person**
- ★ An energetic graduate with a good degree
  - ★ Preferably a successful background in a Product Marketing role, although the right calibre of person with less or other relevant experience will also be considered.
  - ★ Innovative and pro-active
  - ★ Excellent communication skills
  - ★ A good team-worker, strong initiative and able to cope with the pressures of a rapidly expanding company

### The Rewards

- ★ A benefit package commensurate with the importance of this role
- ★ Relocation assistance to Kent will be provided where necessary

Please write with a detailed C.V. and full details of current salary and benefits to:  
Mrs Sally-Jane Penge, Recruitment Officer, Saga Group Ltd,  
Saga Building, Middelburg Square, Folkestone, Kent, CT20 1AZ.

**SAGA**  
Services Ltd

**TES** THE TIMES EDUCATIONAL SUPPLEMENT  
**HIGHER** EDUCATION SUPPLEMENT  
**TLS** THE TIMES LITERARY SUPPLEMENT

## MARKETING MANAGER

A Marketing Manager is sought to join this small, busy department reporting to the Promotions Director. The job entails all aspects of promoting these three prestigious weekly newspapers including sponsorship, attending conferences, developing merchandise, administering awards, liaising with advertising agencies and some in-house copywriting and campaign planning.

The ideal applicant will probably be a graduate with at least 3 years of relevant work experience who is used to working on his or her own initiative under pressure and to tight deadlines. Excellent communication and organisational skills for dealing with a wide range of people and problems are essential as is attention to detail and a practical, flexible approach.

Competitive salary, BUPA, pension scheme, company car.

Please apply with full CV and details of current salary to:

Helen Friday,  
Promotions Director,  
The Times Supplements Ltd,  
Admiral House, 66-68 East Smithfield, LONDON E1 9XY

## Field Sales & Telesales Opportunities

Basic + Commission  
T.E.N.

This expanding media company, dealing exclusively to the professional market, requires experienced sales and field sales professionals to join their successful highly motivated team.

Both positions offer a high basic plus a very rewarding commission structure for skilled, enthusiastic professionals with a proven sales history.

Applications by phone - 071 240 1889

CV forwarded to: TeleSales Education Network Ltd  
c/o Lang Acre  
Crest Court  
London WC2E 9AS  
Fax: 071 240 1889

## A Sales Manager and an Import/Export Manager

are required for leading Japanese food importers. Both positions require management experience. A knowledge of Japanese food is desirable. The ability to read and speak Japanese/English is essential. Please send CV to Jane Harari, The Tazaki Group, 3F, Dauntsey House, Frederick's Place, Old Jewry, London. EC2R 8AB.

## EXPERIENCED GALLERY ASSISTANT

required by London Antique Print Gallery to assist them, hang the Gallery, pack, catalogue, and make the tea. Please send CV with details of experience, dates, company name and telephone to Box No 9676.

Bernard Quirich Ltd seeks a senior, confident, experienced to assist in the management of the company. Please send details to Bernard Quirich Ltd, 5-8 Lower John Street, Golden Square London W1R 4AJ. Fax: 071 437 0907.

## CHANGE OF CAREER

Underpaid? Not recognised? Tired of company politics but good with people and very hard working? Then we have the right management opportunities for the right people, aged 20+. Graduates welcome. Call Graham Oliver 071 484 3885.

## RESIDENTIAL SALES

Well presented ex-public school graduate with previous experience required by Furness Green estate agents. £25,000 p.a. OTE. Please send CV to: John Hume, Harrington Levenside, 85 New Year Road, London SW6 4JJ

## SALES CONSULTANTS

OTE £25/£50K

We are a national group and market leaders in our field. We are seeking experienced Sales Executives, 25-35 years of age, to join our team. We offer a competitive salary, OTE, and a very attractive benefits package. Our open-ended commission scheme has excellent bonus potential and is a proven money maker. Sales professionals of integrity and ability should respond. NORMAN HAMPEL 0253 763334 (24 HOURS)

## THE BEST JOBS ON EARTH

Overseas Jobs Express

The only newspaper for international job hunters  
3 monthly subscription, 6 issues, is just £18

Tel: 0273 440220

For free information pack or send large S.A.E. (or 2 x 20p stamp)

Overseas Jobs Express (TSE), Premier House, Shepperton Airport, BM3 0FF

## emap

CONSUMER MAGAZINES LTD

Could you be part of our success story?

EMAP Consumer Magazines, the second largest Magazine Publisher in the UK and one of the fastest growing in Europe, needs successful, ambitious Publishing Directors to spearhead our future growth.

Two opportunities currently exist.

### The Women's Market

EMAP Women's Group needs a key individual to shape the future publishing plans of Elle and New Woman. A proven track record in this market is a must, as is an ability to operate with key clients at a very senior level.

### The Men's Market

Following the acquisition of FHM, EMAP Men's is looking for an individual capable of shaping strategy in their newest market. The ideal candidate should be able to demonstrate previous publishing achievements, have clear ideas about the future of the men's market and a vision that will make EMAP a major force in this fast growing market.

At EMAP Men's and EMAP Women's Group, the Publishing Director is responsible for: strategic planning, people management and development, financial control, ad sales and general management.

Both these appointments are at a senior level, and so candidates must also demonstrate the ability to contribute to the general running of the company concerned.

Applications should be in writing and indicate clearly to which post they refer. They should be addressed to: Tom Moloney, Deputy Chief Executive, EMAP Consumer Magazines, Box House, 4-12 Lower Regent Street, London SW1Y 4PE.

£50,000 p.a.

## Marketing Manager

ENERGY

**Hampshire** Our client has developed the technology to convert household waste products into fuel and thus energy. This is a new technology with worldwide potential.

The need is for a high calibre Marketing Manager to work internationally, to set up a network of qualified agents to sell this technology, conversion process to end-users, under licence. This is a truly exciting career opportunity with great future potential.

The ideal candidate will be a Graduate Engineer - Chemical, mechanical or process - aged around 40-50, with a career that has moved into marketing in an energy related business, ideally working internationally. An understanding of licensing would be a distinct advantage. Language skills would be useful.

There will be an excellent performance related bonus which could significantly lift annual earnings.

Please send Curriculum Vitae to:

John W G Forbes  
Executive Resourcing Service  
The Chartered Institute of Marketing  
Executive Resourcing Service

## Marketing Manager

£ Negotiable + Car

The Landis & Gyr name is synonymous with HVAC control equipment of the highest standards and quality.

To increase our share of the non-residential and building services sectors, we now seek a marketing professional with a high level of drive.

You must be a strategic thinker on all marketing issues, with responsibility for devising and directing marketing strategic policies. This will involve developing communication strategies and pricing policies, as well as building strong relationships with key customers and sales managers.

Based at the UK headquarters in Bourne End, Bucks, and reporting to the MD, this is a demanding role which calls for a successful marketing track record covering at least 5 years at a senior level. Educated to degree level and preferably a member of the Institute of Marketing, you will be an accomplished communicator, with strong commercial flair. Knowledge of HVAC or the building services industry would be advantageous.

In return, you will enjoy the benefit of a fully expensed car, a competitive salary, contributory pension scheme, free health care and 25 days' holiday.

Please write with your CV to: Catherine Dalton, Personnel Manager, Landis & Gyr Building Control (UK) Ltd., 2 Dukas Meadow, Millboard Road, Bourne End, Bucks SL8 5XF. Tel: 0628 850808 ext. 3278.

Creating Outstanding Customer Value

LANDIS & GYR

## Marketing Controller

£40,000 + performance related bonus + executive car

Alex Lawrie, a highly successful and profitable subsidiary of Lloyds Bank plc, is a market leader in the fast growing business of sales linked finance.

Our continued success is due in no small degree to a strong commitment to professional marketing in support of the development of our business activities. We need to ensure that we increase our market share by developing the marketing function with particular emphasis on our Regional network.

As head of the marketing function, you will formulate the marketing strategy and exercise positive Brand Management leading to increased enquiries, new business and profitability for Alex Lawrie. You will also examine the market closely in conjunction with external agencies and consultants to develop new product opportunities.

This high profile role demands substantial marketing and product development expertise, preferably gained with an organisation offering a sales orientated service. Ideally, you'll be a graduate with a minimum of 5

years' experience gained in a key marketing role and a professional marketing qualification. First class communication and presentation skills are essential. It is unlikely that those aged less than 30 will have the requisite skills.

The competitive salary is enhanced by an attractive benefits package including performance bonus, company car, profit related pay, mortgage subsidy, pension scheme, private health insurance and an excellent relocation package.

Please telephone or write with full CV to Ian Beeson, Personnel Manager, Alex Lawrie, Beaumont House, Beaumont Road, Banbury, Oxon. OX16 7RN. Tel (0295) 272272 (24 hour answering service on 0295 270261).

Closing date 19th August 1994. Interviews will be held in Banbury.

No consultations please.



Alex Lawrie

## SALES EXECUTIVE

A major international CAD systems manufacturer, we have now moved into mainstream PC graphics workstations. We require an experienced Sales Executive to help us grow this business which has tremendous potential for the future. The business is through VARs, OEMs and Systems Integrators and the division is based in our London office in Victoria.

Together with excellent selling skills the successful candidate will have extensive channels knowledge in the IT industry. As one of the major target markets will be the finance/banking arena experience in this or other targeted areas of multi-media, DTP or CAD graphics would be a distinct advantage. You will also have worked for a recognised PC or Workstation vendor. This position covers the whole of the UK and a car driving licence is essential.

This is a newly created position which will be both challenging and exciting for the successful applicant. Salary and OTE will be negotiable according to experience and we offer a wide range of benefits.

If you are interested in this position, please forward your details, including current salary and expectations to:

Ms A. Doolan, Human Resources Officer, Intergraph Computer Systems, 43 Palace Street, London SW1E 5HL

**INTERGRAPH**

## Senior Manager Credit Marketing

Attractive Salary + Bonus + Car + Benefits

This is an exciting opportunity to join a world market leader which provides data, together with effective support packages, to the UK Credit and Direct Marketing Industries.

Reporting to the Marketing Services Director the role will be to lead the Credit Marketing Division, developing new products and ensuring the successful penetration of existing products into the UK Financial Credit market. It requires a mixture of analytical capability with good marketing, communication and interpersonal skills.

Graduate calibre candidates will need to have an in-depth knowledge of credit data and credit risk assessment tools, an understanding of response analysis methods and statistical techniques. In addition you will have a working knowledge of

Data Protection regulations and Closed Users Group rules for use of credit data for "marketing purposes".

You will need to be completely confident at conducting negotiations and presentations at senior level within a variety of market sectors and will possess a proven track record of successful management and marketing within a business development environment.

This is a senior role with considerable potential for future promotion. The package includes a substantial basic salary with performance bonus and benefits package commensurate with positions of this status.

Please send your CV details to our advising Consultants, Jane Rae or Simon Fairless, quoting reference 018.

## Hanover Rae

Human Resource Consultants  
4 Burgon Street, St Andrew's Hill, London EC4V 5DR  
Telephone 081 342 8485 Fax 081 342 8948

## NEWS INTERNATIONAL NEWSPAPERS LIMITED

## PICTURE SALES AND SYNDICATION ASSISTANT

The Picture Sales and Syndication Department of the country's leading newspaper publisher co-ordinates syndication of picture material to all kinds of commercial clients all over the world. It also operates the Photo Sales service for readers of The Times, The Sunday Times and Today.

Due to expansion of the department we have a full-time vacancy for an energetic, creative, committed and ambitious Picture Sales and Syndication Assistant. The successful candidate will be involved in all our varied activities and will be expected to make a positive contribution to the continued development and success of the department.

Candidates will need to be able to work on their own initiative and sometimes under stress. Previous experience in commercial picture agencies or other relevant areas, a good visual memory and a well organised approach to administration are essential. As the position involves working as part of a small team and dealing with clients, a friendly, calm and articulate manner is important. Some experience of, and aptitude for, IT will also be needed as this area is increasingly computerised.

Attractive salary and excellent benefits.

Please apply in writing with a full CV and details of your current salary to: Rick Gibbett, Personnel Manager, News International Newspapers Limited, PO Box 481, London E1 9BD







HOMES 31

Where to live when you win the pools



ARTS 35-37

Method in his madness: how an actor prepares



SPORT 39-44

Policeman lured by pull of the high seas

WORK YOUR WAY TO THE TOP  
Secretarial 34

# THE TIMES

WEDNESDAY AUGUST 3 1994

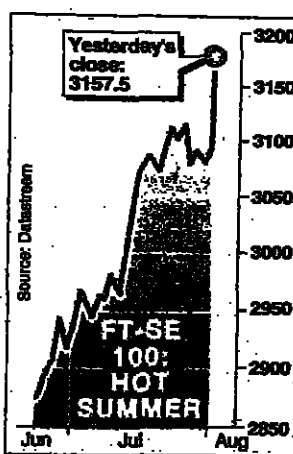
## Markets rally as inflation fears recede

By JANET BUSH  
ECONOMICS  
CORRESPONDENT

LONDON financial markets reacted with a measure of relief late yesterday after publication of the Bank of England's latest *Inflation Report* suggested that it may advocate a rise in interest rates over the next few months, but that subdued inflationary pressures may mean that any increase may not have to be very large.

The report, published quarterly, came out half an hour before the stock market closed, and prices edged up to their best levels of the day. The FT-SE 100 index closed 60.1 points higher at 3,157.5, its highest since mid-April. The positive reaction in the gilt market was more dramatic with gilt futures surging to their highest level of the session, a gain of 1 1/2 points.

Short sterling futures, a widely watched indicator of market rate expectations, also rallied, suggesting that the hysteria of the past week over fears of higher base rates



continued to abate after the Bank's report.

The Bank's overall message was that it believes higher base rates are necessary if the Government is to achieve its aim of bringing underlying inflation down to the lower half of its 1 to 4 per cent target range by the end of the current Parliament.

However, its judgment on current and medium-term inflationary trends remains sanguine. The report said that, even assuming no change in base rates, underlying inflation would peak above 3 per cent in early 1996 and then fall back. It added that underlying inflation could go on falling over the next few months.

The Bank's preferred measure of inflation, RPI, which excludes mortgage interest payments and indirect taxes, is expected to stay below 3 per cent over the next two years.

The Bank said that inflation prospects in the short term remain encouraging and acknowledged that, yet again, the *May Inflation Report* had overestimated inflationary pressures. It said that above target growth in money supply — one of three risks identified in the *May report* — had actually begun to look more promising while the

other two, earnings and inflationary expectations as measured by bond yields, had not become any worse.

However, it highlighted some new risks including the possibility that higher commodity prices may push up factory gate prices. It also said that retailers' margins might rise if it becomes clear that April's tax rises have not dented consumer confidence. The central bank also said that there was a risk that the economy may be operating closer to its full capacity than previously thought.

The report said that no single indicator was particularly significant but that, taken together, they suggested the need to be alert to future inflationary pressures.

However, the City was encouraged overall by the report. Michael Saunders, UK economist with Salomon Brothers, said that the Bank was clearly preparing the markets for a rate rise over the next few months, but that the report also suggested that the scale of monetary tightening is likely to be small rather than large.

He predicted that the markets would continue to return to a more realistic view of where interest rates are heading. Money market rates have been pointing to a rise in base rates to about 6.25 per cent by the end of this year, a full percentage point, which he believes is exaggerated.

Such fears of sharply higher interest rates came to a head last Friday when the Bank allowed the rate on Treasury bills at the weekly tender to rise by more than 75 basis points in a week. They have since receded with clear signals from the Bank's money market operations that base rates are not going up imminently.

Bank's warning, page 1  
Pennington, page 25  
Stock market, page 26



Prince Edward, who has been enduring the trials of Cowes week, wants businessmen to help fund 10 new Oyster 80 sailing boats for the Ocean Youth Club, of which he is patron. The first of the £800,000 yachts is set to make its debut at Cowes next summer. The Prince is pictured with OYC chairman Colin Sharman (City Diary, page 27)

## WPP brings bounty to banks

By NEIL BENNETT

A SYNDICATE of international banks stands to make a profit of more than £100 million when it sells a 26.5 per cent stake in WPP, the international advertising group, next month. The sale marks a remarkable recovery in the fortunes of the company, which only two years ago asked its banks to take the shares as part of an emergency refinancing package.

WPP announced yesterday that 28 of its main banks, including Barclays, National

Westminster, Midland and JP Morgan have decided to convert £69 million of the convertible preference shares they hold into 190 million ordinary shares. The banks then plan to sell the shares to British and European institutional shareholders in a placing that should raise up to £200 million.

The banks took the shares almost exactly two years ago when they converted £275 million of WPP's debts into equity. At that time, WPP was

suffering from the effects of the recession. The banks originally converted their debts into shares at 60p a share, and the conversion price was lowered to 45p a share in March when the group held a rights issue at that price. Since then, WPP's share price has soared, and closed at 111p last night, compared with a low point of 22.5p.

The placing is expected to raise at least 100p a share, giving the banks a profit of 55p per share. The banks are retaining 12 million preference shares but are expected to convert them and sell if WPP's share price improves further.

The performance of the shares is a reflection of the group's recovery. Last year pre-tax profits increased from £7.8 million to £54 million and WPP paid its first dividend since 1989. Earlier this year average debts had fallen to £280 million and are thought to have shrunk further.

Tempus, page 27

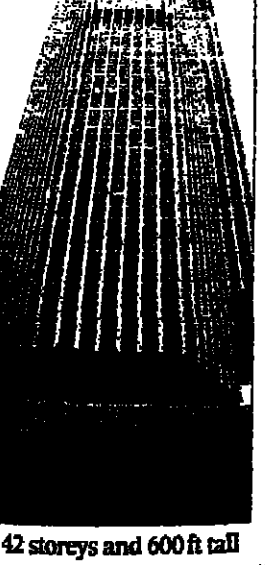
## Bank may not return to London landmark

NATIONAL Westminster is set to put out to tender the contract to refurbish the 600ft NatWest Tower 16 months after it sustained damage in the Bishopsgate bomb blast (Robert Miller writes).

The bank may not return to the City of London's tallest building when the work, costing tens of millions of pounds and expected to take at least two years, is completed.

At one stage engineers feared that the core structure of the 600ft tall building had been seriously damaged and considered demolishing the landmark. At the time of the explosion in April 1993, 2,100 staff worked at the NatWest Tower, but the relocation programme has worked so well that the bank has still to decide whether it will move back into the tower.

Derek Wanless, group chief executive of NatWest, said: "We had practiced emergency contingency plans and in the event all our staff worked at NatWest Tower and working again within a few days." The 42-storey tower, which has 21 lifts, took nine years to build and was opened by the Queen in 1980.



42 storeys and 600 ft tall

## NatWest reports 83% rise in profit

By ROBERT MILLER

NATIONAL Westminster Bank warned high street rivals yesterday that it will not surrender its share in the highly competitive domestic mortgage and authorised overdraft market.

Derek Wanless, group chief executive of NatWest, which announced a record 83 per cent increase in pre-tax profits to £767 million (£419 million) in the six months to June 30, said: "We are looking very, very closely at developments in these key markets and we do not intend to lose out."

Some competitors have more or less withdrawn from the low-profit margin fixed rate mortgage market. NatWest Home Loans, however, which boasted a 7 per cent share of new mortgage loans in the first half of the year and a 19 per cent increase in profits to £70 million, continues to offer fixed rate deals of between one and 25 years.

The bank's mortgage book rose to £11.3 billion against

£10.2 billion this time last year.

In other key business areas NatWest, which announced a 10 per cent increase in its interim dividend from 6.4p to 7.3p, said that its US retail operation had increased profits by 30 per cent to £117 million. NatWest Markets, the bank's corporate and investment banking arm, saw a £50 million fall in profits to £201 million over the same period last year.

Martin Hughes, bank analyst at Credit Lyonnais, said: "NatWest now has a good spread of global businesses although the UK domestic market is under severe pressure, but then so is banking generally in this country. What is heartening is that bad debt provisions have fallen further than expected from £643 million this time last year to £370 million."

NatWest shares closed up 17p at 470p.

Tempus, page 27

## Shares soar as BP beats City expectations

By CARL MORTIMORE

DAVID Simon, the chief executive of BP, held out the prospect of rising oil prices and improving profit margins as he announced a sharp increase in profits for the second quarter.

BP shares soared on the announcement of replacement cost profits of £335 million before exceptional items for the second quarter, a rise of 40 per cent on the previous year and 10 per cent ahead of the first quarter.

The results were well ahead of City expectations, but the shares slid back to show a gain of 6 1/2p to 418p on the day.

Mr Simon said that BP had substantially achieved its three-year targets in two years, increasing profits in spite of a declining oil price. He said: "These results have been achieved through self-help. We would now like some help from the market and, with luck, it looks like we should get it." He attributed



Simon: "self-help"

the recent surge in the oil price to more than \$18 to rising demand in America, discipline from Opec, and concern about the supply from strike-ridden Nigeria. "We believe demand growth will be strong through the winter period," he said. BP is again paying a quarterly divi-

dend of 2.5p after generating £248 million in cash flow, including divestments enabling it to repay about \$366 million of borrowings. BP's debt at the end of June was \$11.4 billion, \$1 billion less than at the end of last year.

Profits from exploration and production were static at £479 million compared with last year in spite of a fall of \$3 in the average realised oil price. Cost-savings and lower petroleum revenue tax helped to maintain profitability, with replacement cost profit 27 per cent ahead of the first quarter.

Higher oil prices were offset by weaker downstream margins, with second-quarter refining and marketing profits reduced from £197 million to £133 million.

BP said that US refining margins were recovering sharply, but it predicted that continued upward movement in the oil price would squeeze margins.

Tempus, page 27

## Jermyn Street quality at affordable prices

You do not have to pay Jermyn Street prices for a superbly finished shirt. By dealing direct, we avoid London's expensive West End overheads and pass the benefit on to you. Yet we forfeit none of the quality.

### The finest British fabrics

Our cotton shirts are made from pure, two-fold cotton poplin, the shirt fabric chosen by the world's most famous shirtmakers. Its rich lustre and silken feel make it cool and comfortable to wear all year round yet this quality of cotton poplin stands up to years of use.

Wide range of clothing for ladies and gentlemen. Our free colour brochure illustrates our wide range of clothing including shirts, trousers, nightwear and knitwear for men and women.

Choice of up to seven sleeve lengths. By offering a choice of up to 7 different sleeve lengths we ensure your shirts fit you perfectly. We combine this with generous cut, long tails and superb finishing to bring you a British shirt which will rival the finest made-to-measure shirt you can buy.

Embroidered initials — the ultimate distinction. Your own initials embroidered on your shirt give it that ultimate distinctive touch. All part of our commitment to service.

Value for money. Don't miss this opportunity to take advantage of our introductory offer.

JAMES MEADE LIMITED

To: James Meade Limited, FREEPOST (SN1676), Andover, Hampshire, SP10 3BR. Or telephone 0264 333222 (24 hours).

Please send me your FREE full colour brochure and fabric samples.

Name (Mr/Mrs/Miss/Title) \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

If you do not want to receive direct mail from other carefully selected companies, please let us know. BTTCN

STOCK MARKET		THE POUND		GOLD	
	FT-SE 100 3157.5 +60.1		DOW JONES 3799.14 +0.97		DM 2.4343 +0.0124
	NIKKEI 14,111.14 +100.00		US \$ 1.5395 +0.0010		\$380.55 per oz.
LONDON CLOSING PRICES		MARKETS IN DETAIL, PAGE 26; SHARE PRICES PAGE 26		BRENT CRUDE	
				\$18.25 per barrel (Oct)	



APPEARS IN THE BUSINESS NEWS PAGES  
EVERY THURSDAY. TO ADVERTISE  
TELEPHONE ADRIAN CRIBB  
TEL: 071-481 4481 FAX: 071-782 7826



□ Rate tactics more crucial than economic signals □ Cabinet battles in the wings □ Radio broadcast to regulators

## Old Lady ponders tea leaves

THE latest musings of the Bank of England's economists underline the drawbacks of its new strategy, which bases to-day's monetary policy and interest rate changes on forecasts of inflation in two years' time. These in turn draw on a computerful of current indicators. What should you do if these signals conflict?

While the gilt-edged market was flapping over last Friday's Treasury bill tender, the Bank would have been noting other developments. The CBI survey showed a resurgence of manufacturers aiming to raise selling prices. The prematurely published purchasing managers' survey then revealed a sharp rise in its price index, spurred by paper and steel. Delivery times were growing, shortages emerging.

The Bank sees such things as "straws in the wind", to be weighed alongside, say, the weak housing market. How could it do otherwise? No one yet knows whether manufacturers, or retailers for that matter, will actually succeed in restoring margins this time. They have tried and failed at least twice before. Price rises in commodity-type inputs are predictable after savage cuts in the recession and have little to do with the general state of final markets in Britain.

Steady Eddie George has constantly pressed for interest rates

to be raised in good time. However, the Bank has now had enough experience of its own new forecasts to acknowledge that it tends to be too pessimistic on inflation, as most others feared from the start. How much easier life is for central bankers, at least intellectually, if policy is based on a single trigger such as money supply. But as the Bundesbank's own recent mental gyrations show, that is becoming ever less tenable.

The simplistic world is over and the Bank's agonies of judgment will not go away. The actions it persuades the Chancellor to agree will therefore depend on the tactics of monetary policy. In particular, should interest rate movements be reactive, as the Chancellor suggested in one of his less canny moments, or should they attempt to mimic a hypothetical orderly free market in money?

The Bank's forecasting methods imply the smoothing approach. Hence its drive to raise rates, albeit not yet. They also imply interest rate changes should be designed to be low-key, rather than portentous mes-

sages to industry and consumers. When base rate rises come, be it September, November, or even next year, they should therefore come in quarter point packets. If policy acts early and aims for stability, then rate rises should not aim to say that the economy is recovering too fast and that business or consumers should prepare to tighten their belts. The neurotic reactions of gilt-edged dealers and the miserly investment plans of big business suggest, however, that they are still living mentally in the world of stop-go crisis management. The Bank must work hard to prove them wrong.

### Testing Aitken's sensitivity

ON May 19 last year, Jonathan Aitken, then minister for defence procurement, told a committee of MPs he was a "sensitive" man. Sensitive, that is, to the view that with the cold war over, decisions on buying equipment should not revolve simply around hypothetical military needs. They should take into



account wider British interests. The birth of a Cabinet sub-committee to ponder the choice of aircraft to replace the RAF's trusty Hercules transport is proof of Mr Aitken's sincerity.

Only one suitable aircraft is now available: the Hercules C130J produced by America's Lockheed. But shortly after the year 2000, a European plane, known as the Future Large Aircraft, could offer greater speed, a bigger payload, and lower operating costs. Meanwhile, the RAF could bridge the gap by doing up existing planes.

The Government has set its face against funding FLA development, although Germany, France, Italy, Turkey and Belgium are all pressing ahead. But

British Aerospace has spent £4 million of its own cash to remain a commercial partner.

Traditionally, European military aircraft programmes have been over-costly because parallel production lines are built in each partner country. But FLA is likely to be assembled in France under the auspices of Airbus Industrie. BAE has 20 per cent of Airbus and is desperate to remain its expert in wing technology. To do that, it claims, it needs Britain to buy FLA. The industrial logic is persuasive. It would secure BAE within Airbus, provide twice as many British jobs, support BAE's struggling jet-stream turbo-prop factory at Prestwick and help Rolls-Royce widen its engine range and improve links with Airbus.

Mr Aitken is now Chief Secretary to the Treasury. The last holder of that post, Michael Portillo, vehemently opposed state aid to industry, aircraft launch-aid included. In a world of perfect markets, such aid would not be needed. But governments elsewhere interfere. If the British aerospace industry wants to participate in FLA, it

must take a hefty chunk of the commercial risk. Such commitment would deserve a response from government.

### Nothing ventured nothing gained

THE radio business is about to become a cause célèbre. The issue was the attempt by Emap, the publisher and broadcaster, to take over Trans World Communications. The Radio Authority appeared to connive at a scheme devised by Emap and its adviser/partner Schroders, to get round rules in the 1990 Broadcasting Act designed to restrict concentration of ownership of radio stations. The High Court has now backed the Authority, reportedly because, far from conniving, it had no option: the Act gave it no specific divestment powers.

You would have thought the monopolies commission might be relevant there, but barring further legal challenges, the radio regulator and the courts have set an extraordinary precedent. In the radio business,

at the very least, the floodgates will be opened. Emap's problem was that, by taking over Trans World, it would end up with too many radio stations, according to the rules. Its solution was to hive off the excess stations into a joint venture with Schroders, whose main interest is banking. What is good for one is good for all.

Chiltern Radio, which is at the centre of a complex bid situation, could immediately be affected. The Guardian newspaper and radio group, which questioned the Authority in court, may well benefit from losing. In nearby television, the big boys, who have come to the end of their takeover trail, could find a new impetus. British Telecom might be able to get round its regulator's ban on broadcasting via the phone lines. Worth a try.

### Fair and true

YOU have an earmarked lump of money that is not being used at the moment but cannot be used for any other purpose. It is accumulating interest you could do with elsewhere. What does the pragmatic finance director do? Change accounting policies, with the permission of the "trustees", so that the interest is not part of the fund. Who did it? The Financial Reporting Council, as per its 1993-94 accounts.



Gordon Hodgson reflects on the big sales upturn at Cowie Group, with Sir James McKinnon, chairman, right.

### Profits at Cowie Group race ahead

By Susan Gilchrist

COWIE Group, the car sales and leasing company, took advantage of the upturn in the car market, increasing interim profits by 32 per cent in the six months to June 30. Record performances from all four main divisions helped lift pre-tax profits to £20.3 million from £15.5 million.

Gordon Hodgson, chief executive, said the results reflected the success of the group's strategy of expansion through organic growth, acquisition and increased efficiency.

Cowie sold almost 28,000 new cars in the first six months of the year, a rise of 23 per cent compared with a national increase of 14 per cent. The company added that the profit contribution from new car sales continues to be low. Margins were healthier on the 15,000 used cars sold during the period.

The finance division and bus and coach businesses performed strongly, but profits fell at the agricultural equipment operation, which is now earmarked for closure.

Mr Hodgson said the company expected to sell about 7,000 M-registration cars in the peak month of August, well ahead of last year. The interim dividend is lifted from 2.35p to 2.725p, an increase of 16 per cent.

## Great Southern shares surge as SCI raises offer

By Sarah Bagnall

SHARES of Great Southern, the funeral director, raced ahead 50p to 680p yesterday as its unwelcome bidder, Service Corporation International of America, raised its offer and launched a share-buying spree in the market.

SCI raised its offer for the ordinary shares from 600p to 680p, lifting the value of the UK funeral group from £87.4 million to £99.1 million.

The increased offer enabled SCI to snap up more than 16 per cent of Southern's ordinary shares and 57 per cent of its convertible shares in heavy trading in the USM-quoted stock. Overall, SCI now owns 27 per cent of Southern's equity on a fully diluted basis.

Bill Heiligbrodt, the Texan president of SCI, said: "The market clearly believes that our increased offer represents a full and fair value. We urge the boards of Southern and JD Field to recognise this and recommend our offers."

James Smille, Southern's chairman, said the board had not had time to evaluate the new offer. He added: "I hope to have a board meeting in the next two days. Any increased offer must be of interest. But it is too early to say what we will

decide. I think that a great number of shareholders have found the offer attractive and have sold, but it's hard to say what the board will decide."

SCI's first offer was rejected as derisory by Southern and JD Field, its 56.1 per cent shareholder, a private company owned by the founding family of the funeral group and five family trusts. Under the old offer, SCI received acceptance for 2.1 per cent of Southern's ordinary shares and 8 per cent of its convertible shares.

Mr Heiligbrodt said: "I'm



Heiligbrodt: "full value"

not stealing the company. I'm offering a very full value. It is a lot of money for this company. I'm paying a premium to get into the UK market and a premium for the business."

The new offer represents a 43 per cent premium over the pre-bid market price and values Southern at three times its 1993 turnover. Success for SCI rests with Southern's founders, the Field family, four of whom sit on Southern's board. The private company is also the subject of a takeover bid from SCI.

Mr Heiligbrodt said: "We have tried to have discussions with the Field family since we made our first offer. They are just not interested in talking."

The SCI camp believes the family has no alternative but to accept the increased offer.

SCI yesterday drew attention to the accounting policies used by Southern, which, it claims, help to boost profits. Southern takes actuarial surpluses on its pre-paid funerals into profits, an activity that accounted for about 19 per cent of profits after tax of £2.6 million in the six months to June 30. Mr Heiligbrodt said: "You shouldn't book income until people die."

Tempus, page 27

## Sturge names first chief executive

By Sarah Bagnall, Insurance Correspondent

STURGE, the underwriting agency, has ended its eight-month search for a chief executive with the appointment of Lord Poole, presently on secondment to the Prime Minister's Policy Unit at 10 Downing Street from James Capel.

This is the first time that the company has had a chief executive. David Coleridge, the chairman, is to leave the underwriting agency next February after 27 years. He said: "By then I hope we will have found a non-executive chairman."

Lord Poole, 49, who joins the group on September 1, was head of James Capel's corporate finance division. Previously, he was managing director of Invest International Holdings in Luxembourg after nine years at Capel-Cure-Myers. Mr Coleridge, a

former chairman at Lloyd's of London, told shareholders in February that he intended to relinquish the executive chairmanship, saying he was "past my sell-by date".

He said he felt it was right to leave now that the appointment of Lord Poole had been made.

Mr Coleridge said that the company had wanted a chief executive from outside the insurance market because it did not want someone with preconceived ideas about insurance, particularly now with corporate capital in Lloyd's.

Sturge has had a troubled past few years and managed to stay in the black in the six months to March 31 only because of Wise Speke, its stockbroking subsidiary. Wise Speke made a profit of £1.4 million, compared with a £1.8 million loss from insurance.

## Raglan acquires property group

By Carl Mortished

RAGLAN Properties is taking over Letinvest, a property company owned by SPP, and is raising £20.4 million from its shareholders to help to finance the deal worth more than £100 million.

SPP acquired Letinvest, which owns a portfolio of 32 properties valued at almost £97 million, in 1990 when the Swedish insurance group spent £500 million in a takeover of London & Edinburgh Trust, the property group controlled by the Beckwith brothers, at the top of the property boom. Raglan is paying £30.8 million for the net assets of Letinvest, but is also taking over £70 million of Letinvest's debt.

Alan Foster, a director of Raglan, explained that the debt, which has 18 years to redemption, offers Raglan cheaper funding. "The interest

rate is 11.25 per cent but the acquisition price brings it down below 10 per cent. It would be extremely difficult for a company such as Raglan to obtain 18-year money at under 10 per cent."

Raglan is issuing 70.8 million shares at 32p on a 3-for-4 basis, and both Mr Foster and Keith Holman, another director, are subscribing for their entitlement of 1.14 million rights issue shares. Raglan shares fell by a penny to 36p on the news.

Letinvest has substantial spare cash from the debenture that Raglan intends to use by injecting seven properties into Letinvest for £17.5 million, thereby reducing Raglan's own borrowings. After the transaction, Raglan's gearing will be 126 per cent and pro forma net assets per share will rise from 36p to 38.5p.

**IF YOU'D LIKE TO RETIRE WITH A MILLION - START TAKING YOUR OWN ADVICE.**

"At last it is possible for a normal human being to learn the ins-and-outs of money-management and investing without all sorts of pompous and confusing technical twaddle... The Successful Personal Investing programme from IRS is like a great breath of fresh air."

Douglas Moffitt, TV and Radio Financial Commentator

Independence... and how to take the million or so you'll probably earn in your lifetime and get started on building the million you want to end up with... and all without depending on some "advice"... and without paying through the nose for advice that isn't truly independent.

THE SPI COURSE starts with the basics and then goes on to the "tricks of the trade" - the simple, tried and true techniques that enable you to protect and then pyramid profits to build wealth even faster.

First - you'll quickly see how to "uncover" up to an extra £2,000 a year to invest - money you probably didn't even know you had.

Second - you'll be surprised at how easy it is to learn how to evaluate pension schemes... gifts... shares...

**POST THIS RISK-FREE FORM TODAY TO:** Independent Research Services, FREEPOST, Marlborough Road, Aldbourne, MARLBOROUGH, Wiltshire SN8 2BR

Here's how the SUCCESSFUL PERSONAL INVESTING PROGRAM WORKS:

- 1) Two lessons are made available every 3 to 4 weeks, for £11.25 each, plus postage.
- 2) You may review each of the 35 lessons in the course for 10 days - at no charge and "pay-as-you-go" only for those you decide to keep.
- 3) You can cancel this arrangement at any time and drop out of the course whenever you want.

On this basis, please send me that first two lessons. I'll review them at no charge. Then, I'll either send back Lesson 2 - or pay for it only if I decide I want to continue. In any case I may keep Lesson 1 free.

Name (Mr/Ms/Ms/Ms)

Address

Postcode

We may occasionally allow selected reputable companies to mail you with interesting offers. Please tick here if you'd prefer not to have this opportunity.

0628771

## Guardian loses Emap legal action

A JUDGE yesterday rejected a High Court challenge by Guardian Media Group to the Radio Authority's decision to allow Emap, the publishing group, to increase the number of local radio licences it holds from three to eight by taking over Trans World Communications. Guardian is a 20 per cent stakeholder in TWC.

The watchdog body was accused by Guardian of acting beyond its powers in sanctioning an "artificial device" to allow the scheme to go ahead. But Mr Justice Schiemann dismissed Guardian's application for judicial review.

The 1990 Broadcasting Act sets a limit of six large stations that can be held by any one body. Mr Justice Schiemann heard that the Radio Authority had

agreed to an arrangement under which Emap would effectively hive off two of the eight licences to a company owned 50-50 by Emap and its merchant bankers, Schroders. Guardian argued that the arrangement was "artificial, ineffective and beyond the authority's powers".

Emap has already offered 18p per share for TWC. Owen Oyston, the millionaire, has agreed to sell his TWC shares to Emap, giving it a 51.7 per cent controlling interest.

TWC's licences cover stations in Lancashire, South Wales, West Yorkshire and Manchester. Guardian claimed Emap had not properly relinquished control of its two Liverpool stations because Schroders was its merchant bank. But the judge ruled that the Radio Authority

had been entitled to take the view that Schroders would not be Emap nominees. Later, Harry Roche, Guardian's chairman and chief executive, said the court's ruling was of great general importance because it meant that a company "can hold as many licences as you so desire".

Mr Roche said: "We are naturally disappointed by the outcome, but we believe it was absolutely right to have the Radio Authority decision legally tested. This clearly rips up the Broadcasting Code arguments with regard to radio."

Guardian will consider whether to appeal after studying a transcript. The judge refused the company leave to go to the Court of Appeal, but that will not prevent Guardian from asking the appeal judges to consider the ruling.



# Equities register biggest one-day gains in eight months

SHARES staged their strongest one-day advance since last December after big gains in the gilt and futures markets spilled over into the cash market, pushing the FT-SE 100 above 3,150.

The upward momentum was triggered by Wall Street's strong overnight performance and the easing of interest rate fears. The strength of the advance took many in the Square Mile by surprise, with a number of market-makers caught short of stock.

Sentiment was also buoyed by better-than-expected interim figures from NatWest Bank and BP, although there were widespread signs of institutional buying and sizeable buy programme trades.

Government stocks

climbed almost two points at the longer end, while the Bank of England's comments on inflation failed to dampen the bullish market mood.

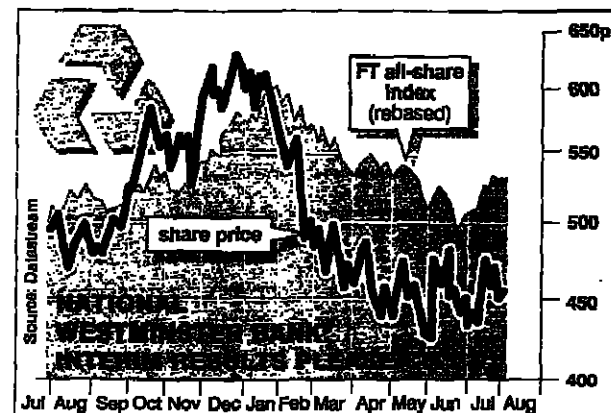
A positive start to trading on Wall Street further bolstered sentiment in late London trading. The FT-SE 100 index ended near its best, finishing up 60.1 at 3,157.5, its highest level since mid-April. Among second liners, the FT-SE Mid 250 rose 32 to 3,673.4. Volume reached a healthy 810 million shares.

The City seemed to be pleased after NatWest reported better than expected first

half profits ahead to £767 million (£421 million) and a bigger than forecast rise in the interim dividend. The shares rose 17p to 470p, on volume of 15 million.

Other banks received a fillip from the NatWest figures, with Barclays, which reports next week, up 11p to 560p, HSBC, the parent company of Midland, 16p higher at 793p, while Lloyds and Abbey National, which have already reported, added 6p to 544p and 5p to 390p respectively.

Oil shares closed below their best after bumper earnings and a confident statement from BP, which ended 7p higher at 418p, after touching 430p, on heavy volume of 21 million shares.



Elsewhere in the sector, Enterprise added 7p to 437p and Shell 9p to 746p. Lamsa, where there has been recent buying of the call options, continued its advance with a 5p rise to 156p, on busy volume of 7.3 million shares, giving a gain of more than 27p in the last week.

Among other leading shares, Bower gained 21p to

463p. Unilever 23p to £10.46, ICI 23p to 860p and Wellcome 11p to 659p.

On the bid front, shares in Wm Low, the Scottish supermarket chain which is in the midst of a takeover battle after last week's 305p a share counter-bid from J Sainsbury, eased 4p to 344p. Traders anticipate an improved offer in the region of 350p a share from Tesco, with a further counter-offer from Sainsbury in the region of 380p-400p. Tesco shares rose 6p to 243p, while Sainsbury added 7p to 419p.

Among other bids, Great Southern jumped 50p to 680p after increased final terms for the funeral group from SCI, the US group which is now offering 680p a share. Else-

where, Enmap added 6p to 415p as the High Court refused a judicial review on its £71 million bid for Trans World Communications.

A recommendation from SG Warburg helped Rediff and Colman add 25p to 613p.

Commercial Union lost 9p to 539p against the trend with market fears of cash call with next week's interim to finance its French acquisition, while General Accident eased 5p to 604p.

Harrolds fell 1p to 20p, ahead of next week's EGM to approve last month's £30 million rescue rights at 15p.

GILT-EDGED: Government securities started in a bullish tone and continued to strengthen as the day progressed. Dealers were gener-

ally pleased with the Bank of England's latest quarterly bulletin revealing lower-than-expected inflation forecasts in the short-term.

The September long gilt future gained 1/8 to £103 1/8, on volume of 72,000 contracts. Among cash stocks, longer-dated shares fared better than the shorts with gains stretching to two points at the long end. Treasury 9 1/2 per cent 1999 rose 1/8 to £104 1/8, while Treasury 9 per cent 2012 added 1/8 to £106 1/8.

NEW YORK: Shares edged by midday as the bond market gradually gave up earlier gains. The Dow Jones industrial average stood at 3,799.14, just 0.97 points down.

PHILIP PANGALOS

## MARKETS AT A GLANCE

THE POUND	
US \$	1.5395 (+0.0001)
German mark	2.4343 (+0.0024)
Exchange index	79.3 (+0.3)
Bank of England official close (4pm)	
STOCK MARKET	
FT-SE 100	3157.5 (+60.1)
Dow Jones	3799.14 (+0.97)
Nikkei Avg	20660.13 (+388.78)
INTEREST RATES	
London Bank Base	5 1/4%
3-month interbank	5 1/4%
US Federal Funds	4 1/4%
3-month Treasury Bills	4.33-4.31%
Long Bond	7.39%
CURRENCIES	
New York	London
£/\$	1.5392
\$/£	0.6503
\$/DM	1.5795
DM/\$	0.6365
\$/Sfr	1.3338
Sfr/\$	0.7498
\$/Yen	160.33
Yen/\$	0.0062
\$/Scd	1.0594
Scd/\$	0.9438
London Foreign market close	
London Foreign (\$)	
AM 383.75	PM 380.00
Close	380.30-380.80
New York	
Comex	379.75-380.25
OIL	
Brent Crude	\$18.25 per bbl (Oct)
RETAIL PRICES	
RPI 144.7 Jun (2.6%)	1987-100
Denotes midday trading price	

## Burton to close chain of 79 discount stores

By Susan Gilchrist

BURTON Group, the high street fashion retailer, is to close its chain of 79 discount stores at a cost of £20 million.

The group, which also owns Debenhams, Dorothy Perkins and Top Shop/Top Man, plans to shut the 79 outlets by Christmas. However, a spokesman said compulsory redundancies were highly unlikely as almost all of the 500 staff who work within the IS chain would be redeployed to other parts of the group.

IS, which carried a range of heavily discounted clothing, was set up in 1991 as a way of using unwanted shops while the group overhauled its property portfolio. Although Burton claimed the venture was a serious attempt to test a new discount format, the chain has never made a profit. Trading losses are expected to reach £5 million in the current year to the end of August, a further deterioration from last year's £3.4 million loss.

Analysts were unsurprised by the closure of the chain although the size of the provision was higher than expected. John Hoerner, chief executive, said this was a result of the large reverse premiums required to get rid of the sites.

Burton said sales from on-



John Hoerner, chief executive, has made a £20 million provision for the closures

going businesses during the 22 weeks to the end of July were 3.1 per cent ahead of the same period last year. This marks a slowdown from the last trading statement in May that showed a sales increase of 4.7 per cent. The disappointing sales figures were offset by better than expected news on

margins. Although gross margins are 0.6 percentage points lower than last year, this represents an improvement on the 2.3 percentage point reduction in the first half. Mr Hoerner said the upward trend reflected the substantial progress made on reducing the level of discounting, partic-

ularly at Dorothy Perkins and Evans, which has plagued the group in the past.

Analysts were encouraged by the statement and many upgraded their full-year forecasts. Tony Shure, of BZW, lifted his pre-tax profit forecast for the current year from £35 million to £38 million.

## Explosions halt gold production

By Colin Campbell

ALL mining operations at the Porgera gold-mine in Papua New Guinea, in which Hanson, through its 40 per cent stake in Renison Goldfields, has an indirect interest, have been temporarily halted after explosions rocked the site.

Ten people are missing, feared dead, after two blasts ripped through the on-site explosives magazine, some 200 metres from the main plant. Officials said suspension of operations was a precautionary measure.

Porgera, one of the world's richest mines, is in a remote highland area, 600 km north-west of Port Moresby, with access by light aircraft or a tortuous road. The mine is owned equally by Renison Goldfields, Highlands Gold, the PNG government and Placer Pacific, the operator.

The missing workers are employees of Dyno Wesfarmers, an Australian-Norwegian company contracted to run the mine's explosives operations. Placer Pacific said all operations were being halted pending an investigation. A spokesman said yesterday that a fire was still blazing.

The Porgera mine, which began operations in 1990, produced 1.16 million ounces of gold last year.

## Exchange index compared with 1985 was up at 79.3

(day's range 79.1-79.3)

Miles Rates for Aug 2	
Range	Close
Australia dollar	2.2720-2.2730
Belgium dollar	0.9350-0.9360
Canada dollar	0.7000-0.7010
Denmark	1.0100-1.0110
France	1.6600-1.6610
Germany	2.4340-2.4350
Italy	1.3600-1.3610
Japan	160.30-160.40
Netherlands	2.2000-2.2010
Portugal	200.00-200.10
Spain	166.00-166.10
Sweden	8.40-8.50
Switzerland	1.5390-1.5400
UK	1.5390-1.5400
US	1.5390-1.5400
Yen	160.30-160.40
Other	1.5390-1.5400
Source: Reuters	

## RECENT ISSUES

Orbis (23)	
29	...
Panther Securities (90)	
93	...
Panther Wts	
14	+
Petrolite	
39	...
Petrolite Japan Gwth	
59	+
Schroder Japan Wts	
52	+
Scudder Latin Amer	
52	+
Scudder Latin Amer Wts	
52	+
Shires Hldg Smlr C (100)	
59	...
Shires Hldg Smlr C Wts	
59	...
TR Euro Gwth Prg (100)	
59	...
TR Property Wts	
11	...
Tops Estates Wts	
34	...

## RECENT ISSUES

Orbis (23)	
29	...
Panther Securities (90)	
93	...
Panther Wts	
14	+
Petrolite	
39	...
Petrolite Japan Gwth	
59	+
Schroder Japan Wts	
52	+
Scudder Latin Amer	
52	+
Scudder Latin Amer Wts	
52	+
Shires Hldg Smlr C (100)	
59	...
Shires Hldg Smlr C Wts	
59	...
TR Euro Gwth Prg (100)	
59	...
TR Property Wts	
11	...
Tops Estates Wts	
34	...

## RECENT ISSUES

Orbis (23)	
29	...
Panther Securities (90)	
93	...
Panther Wts	
14	+
Petrolite	
39	...
Petrolite Japan Gwth	
59	+
Schroder Japan Wts	
52	+
Scudder Latin Amer	
52	+
Scudder Latin Amer Wts	
52	+
Shires Hldg Smlr C (100)	
59	...
Shires Hldg Smlr C Wts	
59	...
TR Euro Gwth Prg (100)	
59	...
TR Property Wts	
11	...
Tops Estates Wts	
34	...

## RECENT ISSUES

Orbis (23)	
29	...
Panther Securities (90)	
93	...
Panther Wts	
14	+
Petrolite	
39	...
Petrolite Japan Gwth	
59	+
Schroder Japan Wts	
52	+
Scudder Latin Amer	
52	+
Scudder Latin Amer Wts	
52	+
Shires Hldg Smlr C (100)	
59	...
Shires Hldg Smlr C Wts	
59	...
TR Euro Gwth Prg (100)	
59	...
TR Property Wts	
11	...
Tops Estates Wts	
34	...

## RECENT ISSUES

Orbis (23)	
29	...
Panther Securities (90)	
93	...
Panther Wts	
14	+
Petrolite	
39	...
Petrolite Japan Gwth	
59	+
Schroder Japan Wts	
52	+
Scudder Latin Amer	
52	+
Scudder Latin Amer Wts	
52	+
Shires Hldg Smlr C (100)	
59	...
Shires Hldg Smlr C Wts	
59	...
TR Euro Gwth Prg (100)	
59	...
TR Property Wts	
11	...
Tops Estates Wts	
34	...

## RECENT ISSUES

Orbis (23)	
29	...
Panther Securities (90)	
93	...
Panther Wts	
14	+
Petrolite	
39	...
Petrolite Japan Gwth	
59	+
Schroder Japan Wts	
52	+
Scudder Latin Amer	
52	+
Scudder Latin Amer Wts	
52	+
Shires Hldg Smlr C (100)	
59	...
Shires Hldg Smlr C Wts	
59	...
TR Euro Gwth Prg (100)	
59	...
TR Property Wts	
11	...
Tops Estates Wts	
34	...

## RECENT ISSUES

Orbis (23)	
29	...
Panther Securities (90)	
93	...
Panther Wts	
14	+
Petrolite	
39	...
Petrolite Japan Gwth	
59	+
Schroder Japan Wts	
52	+
Scudder Latin Amer	
52	+
Scudder Latin Amer Wts	
52	+
Shires Hldg Smlr C (100)	
59	...
Shires Hldg Smlr C Wts	
59	...
TR Euro Gwth Prg (100)	
59	...
TR Property Wts	
11	...
Tops Estates Wts	
34	...

## FT-SE VOLUMES

ASDA	
15,000	...
Abbey Nat	
3,500	...
All-Share	
1,400	...
Anglo	
2,000	...
Aldi	
1,000	...
Aldi Food	
155	...
BAA	
1,000	...
BAT Ind	
6,300	...
Biffaward	
1,200	...
BT	
22,000	...
BTR	
10,000	...
BT	
9,300	...
BT of Scot	
2,300	...
Bardays	
7,600	...
BS	
5,300	...
Blue Circle	
3,300	...
Boots	
1,400	...
Bower	
2,800	...
Brit Aero	
2,000	...
Brit Airways	
4,100	...
Brit Gas	
6,800	...
Brit Steel	
9,100	...
Burmah Oil	
779	...
Cable Wire	
2,000	...
Cadbury	
2,300	...

## FT-SE VOLUMES

ASDA	
15,000	...
Abbey Nat	
3,500	...
All-Share	
1,400	...
Anglo	
2,000	...
Aldi	
1,000	...
Aldi Food	
155	...
BAA	
1,000	...
BAT Ind	
6,300	...
Biffaward	
1,200	...
BT	
22,000	...
BTR	
10,000	...
BT	
9,300	...
BT of Scot	
2,300	...
Bardays	
7,600	...
BS	
5,300	...
Blue Circle	
3,300	...
Boots	
1,400	...
Bower	
2,800	...
Brit Aero	
2,000	...
Brit Airways	
4,100	...
Brit Gas	
6,800	...
Brit Steel	
9,100	...
Burmah Oil	
779	...
Cable Wire	
2,000	...
Cadbury	
2,300	...

## FT-SE VOLUMES

Low Jones	3599.71 (-0.87)	
HP Composite	4750.14 (-0.38)	
Tokyo:		
Bank of Japan	20660.13 (+388.78)	
Long Kong:		
Bank of China	9695.03 (+1.35)	
Amsterdam:		
ABN-AMRO	419.24 (+7.10)	
Sydney:	2086.9 (+4.8)	
Frankfurt:		
Deutsche Bank	2186.39 (+32.60)	
TRADITIONAL		
Deals From	Deals To	F
by 25	August 5	
All options were taken out on 2/8/94: Ac Carnegie, Mulligan, Premier Cars, Tullow Oil, and its Acorn Computer. and its Cals: Bluebird Toys, Medeva, Prem		



# Striving to reach the top of British business

Entrepreneurs and 'intrapreneurs' choose different routes, but both cite the need to achieve as their primary motive. Victoria McKee reports

What drives Britain's business leaders? It is not simply a desire for power and wealth, according to a study that looks at what makes leading entrepreneurs and 'intrapreneurs' tick — and analyses the differences between them.

Such diverse types as Lord Archer, Gerald Ranson, Peter de Savary, Sir David Alliance, chairman of Coats Viyella, Jennifer d'Abo, chairman of Moyes Stevens Investments, Sir Mark Weinberg, founder of Abbey Life, George Davies, founder of Next, and Teresa Gorman, MP, were among the entrepreneurs interviewed. Sir Adrian Cadbury, David Jones, chairman of Next, Emma Nicholson, MP, John Pattison, a former director of Hanson, Sir Antony Pilkington and Sir Denis Thatcher were among the intrapreneurs — those who worked their way to the top of existing companies.

Most of the people we interviewed could have retired long ago and lived the rest of their life in affluence, so why were they still striving, why were they still acquiring companies? wondered Cary Cooper, professor of organisational psychology and deputy chairman of the Manchester School of Management at the University of Manchester's Institute of Science and Technology (Umsi) who is one of the three authors of the study, *Business Elites*.

Both groups cited a "need to achieve" as their primary motive. Professor Cooper says: "Entrepreneurs, who start their own businesses, seem to be driven by a need to control a world they couldn't control when they were younger. That may be because such a large proportion of them suffered the loss of, or separation from, a parent — usually their father — at an early age. In only 5 per cent of these cases were both parents present throughout childhood. And because 72 per cent of them were from a working class background and only 21 per cent had any higher education, many saw themselves as 'marginalised'."

Intrapreneurs, 73 per cent of whom were from middle or upper class backgrounds and 68 per cent graduates, are also motivated by a "need to achieve". Professor Cooper and his co-authors, Reg Jennings, an independent researcher in occupational psychology, and Charles Cox, a lecturer in organisational psychology at Umsi, found:

"For intrapreneurs... it's getting to a senior position in order to be in control," Professor Cooper says. "For even though only 30 per cent of them suffered a serious loss in childhood, this is still a substantial percentage when compared with the rest of the population. But to them, power and wealth are more important than the independence which entrepreneurs consider their second greatest motivating factor."

He had suspected from work he had done eight years ago with Charles Cox that these early losses or family dysfunctions they had noticed in the achievers they had interviewed might have been the "starter motor" that triggered their success drive.

"We wanted to understand what powered and directed their driving force," he explains, "because there must be thousands of people who have lost a parent and do not go on to become successful. We discovered that all of these had a caring remaining par-



Teresa Gorman says women must have stronger determination

ent, or an influential mentor to inspire them — as well as being all of above average IQ, although we didn't test that. Our work confirms earlier evidence that particularly the mother plays a most powerful role in establishing entrepreneurial action in the male child."

For female entrepreneurs, the winning formula was a combination of "dissatisfaction, energy and insight".

Teresa Gorman suggests that "the determination to achieve in a woman must be much stronger than in a man", although the selection of women in this survey is too scanty to confirm that. Professor Cooper says that is because there are so few in senior positions. The professor admits that this is a subjective and unscientific study. "We just picked people who interested us," he said. Professor Cooper speculates that "being thrown on their own resources at an early age made these people resilient and that coping successfully with traumatic early life events sets a pattern for successfully coping with future events."

Seventy-four per cent of entrepreneurs could identify "some significant shaping event in their childhood",

compared with only 14 per cent of intrapreneurs. Godfrey Bradman, the philanthropist property developer who worked his way up to become one of the 300 richest people in Britain before the property market crashed in the 1980s, told the researchers: "Once my father had gone I knew I had to do it myself."

I saw money as the only way of buying myself out of a constant state of penury. "The memory of not being able

to afford a shilling for the electric meter stayed with him as well as that of having been beaten up most days at school for being a Jew. But "scapegoating, marginalisation and a feeling of deprivation were the prime movers that set Bradman on the entrepreneur-

ial path," Professor Cooper says. Resilience characterises entrepreneurs in particular, and many, like Lord Archer and George Davies, are known for their ability to bounce back after adversity.

George Davies went down twice, once with Childcare, his own company, and again when he was removed from the board of Next, the firm he had created, and came back as Davies Associates, with his own label clothes

for Asda," Professor Cooper says. Lord Archer has weathered three career disasters.

Whereas entrepreneurs are loners, outsiders who have fought their way in, intrapreneurs, who more often start from a secure inside position (many of them in family businesses) are team players. "They rise to the top through networks of family, friends, school contacts and colleagues" and can play corporate politics in a way entrepreneurs often cannot," Professor Cooper says. "Entrepreneurs were rarely able to identify a mentor in the way that intrapreneurs were."

As Eddie Shah, the newspaper entrepreneur, recalled, "I was pretty much a loner. I would not have sold my house to go into printing if there were any guardian angels about." Entrepreneurs are risk-takers: intrapreneurs, generally, are not. For example, Sir Antony Pilkington takes every possible step to eliminate risk, Professor Cooper notes.

Sir Denis Thatcher said: "As a businessman I am... the 'decision-maker', yes, but not with the flair of the real entrepreneur; indeed I regard myself as cautious, weighing the risks more than taking risks. There are hundreds of people like me in industry, good experienced professionals, up to date in management techniques, fairly tough and hard driving businessmen, motivated, in my case, to do the best job I can."

Professor Cooper says: "One of the entrepreneur's problems appears to be the inability to 'let go'. He observes that the entrepreneur's 'aversion to structure, his preference for personalised relationships and his reluctance to accept constructive criticism makes growth, with its implicit need for a more sophisticated infra and superstructure and greater decentralisation, increasingly difficult to handle'. That is why there is a danger that entrepreneur-led organisations can eventually collapse if they are not handed over to suitable intrapreneurs, he suggests.

Most of the 50 or so business leaders who participated in the survey completed two questionnaires. Entrepreneurs scored as more innovative than intrapreneurs and the general population and were more likely to challenge existing systems and find novel solutions to problems. On the efficiency scale, however, they rated lower than intrapreneurs. "This conforms with the interview data which shows that the entrepreneurs, in general, see themselves as low on attention to detail. Intrapreneurs, concerned with the maintenance of large organisations, possibly have to be more precise and methodical."

Entrepreneurs registered as more concerned with conformity than the intrapreneurs and the rest of the population. "Part of the explanation for this may lie in the origins of many entrepreneurs, who often come from socially marginalised backgrounds, so much of their motivation is to gain acceptance, where as most of our intrapreneurs were born into socially accepted environments and so feel secure," Professor Cooper theorises.

In terms of political styles, entrepreneurs rated as "team coaches" and "visionary"; intrapreneurs as "company barons" and "traditional". Interestingly, intrapreneurial company chairmen did not lay claims to superhuman energy levels as entrepreneurs did. But 63 per cent did attribute part of their success to luck, compared with only 26 per cent of entrepreneurs.

Armand Hammer at the age 87 was asked: "You have made fortune after fortune... what role has luck played in this?" Hammer apparently said: "When you work 24 hours a day, 7 days a week, you tend to be lucky."

*Business Elites* (Routledge, £19.95).

## TEMPUS

### International Westminster

NATIONAL Westminster's latest despatch from the escalating price war in retail financial services contains some hope for bank shareholders. While margins in the group's domestic retail bank are being as tightly squeezed as any in the industry, and underlying profits from UK branch banking fell 5 per cent, at least NatWest has other businesses to drive its growth, particularly its US bank and NatWest Markets.

Diversity of earnings was a dirty phrase in banking in the late Eighties, when the most successful banks were the ones that had not scoured the world paying top prices for underperforming businesses, and concentrated instead on dull old mortgages and credit cards. Now it promises to swing back into fashion, since loan demand at home is anaemic and retail margins are likely to grow

even tighter when the Lloyds/Cheltenham & Gloucester merger is consummated.

NatWest Markets is a relatively unknown quantity since the group refuses to separate out its profits. But it does not appear overly dependent on volatile treasury income, and the 22 per cent fall in half-year profits is modest given the deterioration in market conditions between the two periods.

NatWest Bancorp should continue to grow if it completes its two recent acquisitions and cuts costs with its new processing centre. This should allow NatWest to continue moving ahead while it waits for the domestic small business market to recover. At 470p, its shares trade at a discount to both Abbey National and TSB, which is anomalous considering the others are committed to a market that currently looks so unappealing.

#### BP

AFTER beating his three-year plan in the space of two years, David Simon, BP's chief, is saying little about the height of the next set of hurdles. Having slashed its asset base, raised profits and cut debt so rapidly, BP might be excused a pause for breath, but the market is unlikely to allow it.

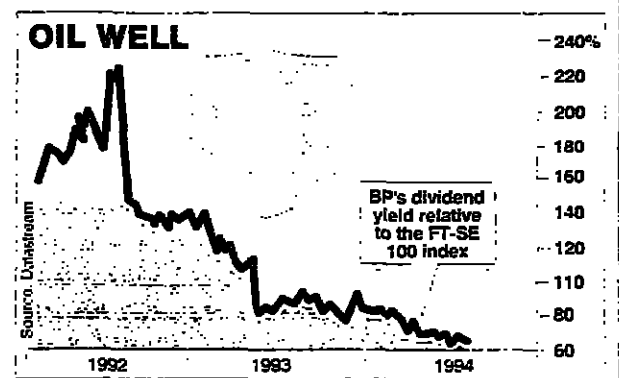
So far, the recovery has been driven by cuts in manpower and sales of dud assets in refining and chemicals. BP can now focus on making exploration and production perform. In Alaska, Atlantic Richfield, BP's competitor, is cutting its workforce by a third, giving the British company a benchmark for cost-savings in one of its core producing areas. Longer-term, BP needs to reposition its assets. They are currently biased

towards North America and Europe, where recovery in demand should boost demand over the next two or three years.

BP should then make further inroads into the Far East, where margins are higher. It already has projects in Singapore, Indonesia and China, but the company's investment in Asia-Pacific is still half the

size of the US and earning slightly more in profits.

Having reduced debt by \$5 billion since 1992, BP is now paying a dividend covered almost four times by earnings. If the oil price continues to improve, BP will be under pressure to lift the payout again, probably in the final quarter, or identify better uses for the cash.



#### Great Southern

MUCH to the delight of Great Southern's outside shareholders and the annoyance of the controlling family, Service Corporation International will not take no for an answer. By any yardstick, SCI's final bid of 680p a share is a decent price for a funeral company, even if one ignores SCI's attacks on Great Southern's accounting techniques. Its financial performance has after all been solid rather than dazzling. Only struggling Scottish retailers and TV companies are generally bought and sold on bid/p ratios in the mid-twenties these days.

Indeed, SCI's determination to win Great Southern makes it look as if it knows something the rest of the world does not. Perhaps this Texan company has found oil in the head office cellar.

Oil or not, Great Southern's company's minority shareholders are practically queuing at SCI's back door to accept the cash on offer and the company's brokers picked up a 27 per cent stake in Great Southern without much of a struggle yesterday.

The price of the bid has even made the Field family, which controls 56 per cent of the company, pause for

thought since they failed to publish an immediate rejection yesterday. The odds of a split in the hitherto united family front are growing shorter. One of the younger beneficiaries of the family trusts may well take legal action against the trustees claiming they have a fiduciary duty to accept the offer. If so, it could all end messily in the High Court.

Minority shareholders have no place in such a scrap, whoever wins. If the bid lapses, Great Southern's shares are unlikely to see this price again for a long time. If SCI continues to offer its bid price in the market, Great Southern shareholders should accept and step aside so it can continue hammering on the Field family's door.

#### WPP

THE banks have done well out of WPP's woes. As well as the fat fees they collected from the company's two debt restructurings, they now stand to make a profit of more than £100 million by selling shares they accepted in a debt-for-equity swap two years ago. They have made more from the group than they could have ever dreamed of if it had remained healthy enough to pin

them down to the last basis point on every loan.

WPP is accepting its banks' fortune with good grace. At least the conversion and planing of the banks' £82 million preference shares next month will largely take them off the share register and restore the lender-borrower relationship to normality.

The downside for WPP and its other shareholders is that the conversion will dilute the existing equity base by 30.5 per cent, pushing the number of shares in issue above 700 million, and will slow the recovery in WPP's earnings per share. At least the group does not have to worry about servicing the additional dividend base, since the current nominal dividend the group is paying is even smaller than the token 2 per cent coupon preference shares carried.

That could be a reason WPP's share price was so undisturbed by the news that a further 190 million shares are to flood on to the market. Anyway, shareholders cannot afford to be churlish about the banks' good fortune. Without that debt-for-equity swap two years ago, WPP might not be around today.

EDITED BY NEIL BENNETT

## BUSINESS LETTERS

### Bank keen that shareholders have choice under Crest

From the Executive Director, Bank of England

Sir, Donald Butcher (Business Letters, July 20) quotes from the UK Shareholders Association's correspondence with the Governor of the Bank of England on the subject of Crest. As Mr Butcher is aware from the Governor's reply, Crest does not directly prevent the recommendations of the Cadbury Committee delivering results. As the director at the Bank of England with responsibility for Crest, I have been very mindful of the need to avoid placing further barriers in the way of shareholders exercising their ownership rights and responsibilities.

Crest is a voluntary system; no retail investor will be forced to surrender control of his share certificates to a nominee. Shareholders will have four options under Crest. First, they can keep their share certificates in paper form under their own control. This is an entirely reasonable

choice and will be the most sensible option for the vast majority of investors who trade infrequently. Secondly, they may choose to take advantage of the services offered by a nominee company which is itself a member of Crest. Thirdly, for active investors, Crest offers sponsored membership. Sponsored members will hold their shares electronically within Crest, will appear on the register as the legal owner for their shares and, consequently, will have a direct relationship with the company which issued the shares.

The technical interface with Crest will be managed by the sponsor, who will act only on the instructions of the sponsored member. In addition, there is the option of becoming a full participating member of Crest, although it is unlikely that anyone other than major participants in the equity market will wish to follow this route since it requires the necessary investment in computer systems to be able to

communicate directly with Crest.

The Crest team take the subject of good corporate governance very seriously. Iain Saville, the project controller, sits on the Proshare working party, which is seeking to improve the communication flows between listed companies and those investors who hold their shares through nominees. I hope that this initiative will come to fruition, but it requires support from both issuing companies and nominees.

Therefore, I believe, it is important to note that Crest does not run counter to the Cadbury recommendations, which the Bank supports fully. The Crest team has put considerable effort and ingenuity into giving all shareholders a very real degree of choice in a Crest world.

Yours sincerely,  
PEN KENT,  
Executive Director,  
Bank of England.  
EC2.

### Dauids can defeat corporate Goliaths

From Mr George Bird

Sir, With reference to your article on Paul Diggins' victory against Sun Alliance (July 30). Having supported this gentleman for the past 20 months, the Sun Alliance Action Group were delighted with the verdict of the Appeal Judges; and feel sure that it will give hope to the many people who have contacted our group; and others who are forced to enter the litigation minefield in order to settle their genuine claims.

The message is clear, never

give up, justice does exist, and can "prevail against" all the odds. We will continue to give vigorous support to the genuine claimants.

Yours faithfully,  
GEORGE BIRD,  
Sun Alliance Action Group,  
7 Ledmore Road,  
Charlton Kings,  
Cheltenham,  
Gloucestershire.

From Mrs Judy Coplan

Sir, How gratifying to read of the tenacity and courage of the small man in the face of overwhelming might of a pow-

erful company. Paul Diggins' extraordinary six-year legal battle with his insurers carried a price that few of us would wish to pay, yet his Appeal Court victory should empower other "Dauids" seeking vindication from their personal "Goliath".

The policyholders and shareholders of Sun Alliance must be concerned at the manner in which legitimate claims are settled.

Yours faithfully,  
JUDY COPLAN  
Clackers Barn  
Claygate Cross  
Plaxford  
Nr Sevenoaks, Kent.

### Prince laughs off the paparazzi

PRINCE Edward has revealed the secret of coping with the dreaded paparazzi who descend on Cowes in their rubber dinghies each year — a healthy sense of humour. The Prince, mingling with businessmen at an Ocean Youth Club reception, was refreshingly willing to laugh off the sailing disasters which have come to afflict him and other members of the Royal Family — running aground, collisions, being disqualified, that sort of thing. "There is nothing more humbling than the sea in its rawest element," he said, chuckling. "If you get it wrong there is nothing more miserable. I have had lots of experiences, often to do with near-disaster. Just getting round successfully in one piece is a success." His high spirits continued while he addressed guests at the Sir Max Aitken museum, overlooking the Solent. "I would like to get in a quick plug for that," he said, pointing to the stately form of the Royal Yacht Britannia in the distance. The Royal Yacht is due to be decommissioned in 1997, and the Prince encouraged would-

be buyers to step forward — as long as they would let him have a few last days on her for old times sake. The Isle of Wight County Council is trying to raise the sum of £12 million to buy the Royal Yacht and keep her graceful form bobbing off Cowes for everyone to enjoy.

### Mays ahoy

KEEPING on the same course with spinnakers and jibs, it is good to hear word of the May brothers, Brian and Dominic, who are thriving in their boat-building activities down on the Solent. Brian, 33, a former fund manager

with Aitken Hume — and no relation to the Queen guitarist — left the City in 1989 to run the family business, Berthon Boat Company of Lynton. Dominic, 31, was a trader with GNI in the gilt pit at Life before moving on with the firm to Paris, then quitting to join his brother in 1990. "A lot of people in the City would rather be working in boats," says Dominic, who is racing this week in an X One Design called *Derision* built by his grandfather in 1925. "We had a difficult recession, but this year has been brilliant." Brian, meanwhile, is competing at Cowes in a Swan 46 called *Aera*. The brothers have

helped to turn Berthon Boat Company into a £4 million-a-year enterprise, building yachts and motor boats, and supplying lifeboats to the Royal National Lifeboat Institution.

GROSVENOR Inns, the public house operator, has picked an appropriate venue for its forthcoming annual meeting: the *Slug & Lettuce* pub in Islington, north London.

### On your marks

EDDIE George, Governor of the Bank of England, is one of the City's foremost shakers and movers. The financial markets look to him at every opportunity for guidance through the wildernesses of low-inflationary growth. Yesterday, it was his inflation report. Yet even he could hardly have expected that reading the lesson at the Bank's Tercentenary thanksgiving service in St Paul's Cathedral just before noon last Wednesday would have made gills drip like a stone. His aides suspect that the sharp fall must have been caused by his choice of words from St Mark: "Go, sell all you have and give to the poor". How this Biblical

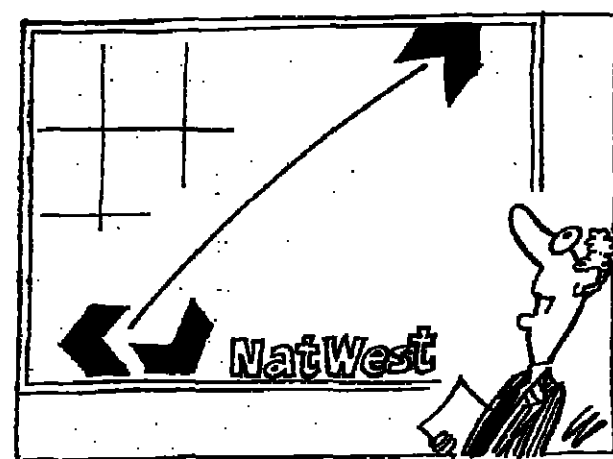
"sell" order reached the dealing rooms instantaneously has an air of the miraculous about it. None of the assembled great and good, who included the Queen, appear to have dashed for the telephone on hearing the missive from the Governor.

### Declining wealth

ANDREW Cohen and Stephen Rubin are among the biggest losers in the annual *BusinessAge* survey of the 500 richest in the land. The value of Rubin's Pentland Group has halved to £192 million, dragging his wealth down from £450 million to £275 million. But *BusinessAge* says he still has one of the most tangible paper fortunes in the UK. Cohen's wealth has gone south with the share price at his Betterware direct sales company. The biggest loser of all is said to be Michael Pemberton, whose fortune is estimated to have plunged from £100 million to £30 million, due to reversals at his Caribbean hotels chain. He is thought to have lost £20 million when the Grand Palazzo in St Thomas, went into receivership late last year.

JON ASHWORTH

## THE TIMES CITY DIARY





# Shares squeezed higher

TRADING PERIOD: Settlement takes place ten business days after the day of trade. Changes are calculated on the previous day's close, but adjustments are made when a stock is ex-dividend. Changes, yields and price/earnings ratios are based on middle prices.

## BANKS, DISCOUNT, HP

High	Low	Company	Price	Yld	P/E
33	34	Abey	100	5.1	12.0
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0

## DRAPERY STORES

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## FINANCIAL TRUSTS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## FOODS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## INSURANCE

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## LEISURE

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## PAPER, PRINT, ADVTG

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## BUILDING, ROADS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## ELECTRICALS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## HOTELS, CATERERS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## INDUSTRIALS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0



THE WORLD'S FASTEST MICROPROCESSOR

## MINING

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## BUSINESS SERVICES

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## ELECTRICITY

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## FINANCE, LAND

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## BRITISH FUNDS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## LONGS (over 15 years)

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## NEWS, PUBLISHERS

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## SHOES, LEATHER

High	Low	Company	Price	Yld	P/E
34	35	Abey	100	5.1	12.0
35	36	Abey	100	5.1	12.0
36	37	Abey	100	5.1	12.0
37	38	Abey	100	5.1	12.0
38	39	Abey	100	5.1	12.0
39	40	Abey	100	5.1	12.0
40	41	Abey	100	5.1	12.0
41	42	Abey	100	5.1	12.0
42	43	Abey	100	5.1	12.0
43	44	Abey	100	5.1	12.0

## TEXTILES

477	50	Affiliated Tech	300	...	3.3	12
478	51	Westman (A)	50	...	3.7	11
479	56	Bolton Co	18 1/2	+ 2	...	...
480	59	Crackpotbridge	10	...	...	...
481	12	McNair	182	+ 2	5.8	20
482	250	Claremont Co	310	- 3	3.3	16
483	251	Claremont	483	- 8	3.7	19
484	119	Dawson	151	...	2.5	...
485	31	Drummond	134	...	...	...
486	72	Peapack	32	...	...	...
487	24	Rosier (John)	77	...	8.3	12
488	113	Gashell	140	...	...	...
489	33	Salem Pic	27 1/2	...	9.1	11
490	29	...	...	...	...	...



## UNIT TRUST PRICES 29

sun & Gen	145.30	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00	154.00
-----------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------	--------







Psst... wanna sell your house? Many would-be buyers are cutting out estate agents and saving the commission, Rachel Kelly writes

## Dear Sir, can we do a deal?

The first two letters were typed on cheap white paper. The third came handwritten on expensive cream vellum. I expect the fourth may be gold-embossed.

These are letters from would-be buyers wishing to know if I am thinking of selling my house and, if so, to get in touch. Judging by the growing extravagance of the writing paper, buyers are getting more desperate in their search for a new home because of the lack of property for sale.

Homeowners have for decades tried to sell privately by placing advertisements in local or national papers, but the rise in the number of people trying to buy privately seems relatively new — and not uncommon.

I am not alone in the number of offers dropped through my letterbox in west London. Homeowners in other pockets of the capital also report the rise of the personalised letter, and agents are buzzing with talk of private deals — albeit quietly, as they do not wish to advertise their own failure to provide enough houses.

This lack of supply on the property market has gone unchanged for the past six months at least, and the situation has not improved, despite the firming of prices.

In its recent market surveys, the Royal Institution of Chartered Surveyors says the problem lies in the fact that sellers are waiting to put their houses on the market later in the year in the hope of getting higher prices.

Strutt & Parker has been so concerned about the shortage of country properties on sale that its office in Newbury, Berkshire, has run "Wanted" posters, appealing for would-be sellers to get in touch.

Paul Raymond, managing director of the London estate agents Chestertons, says: "There is simply not a great enough supply of property on the market. In part it's

because of the pent-up demand of British purchasers and the sustained interest from overseas investors."

The result has been frustration among buyers with their estate agents. Lorraine Walters is a buyer who was driven to delivering letters through the doors of those homes she wished to buy, inspired by the example of a friend.

Mrs Walters and her husband Robert had recently completed on the sale of their house in Surrey and were renting in Godalming while they searched for a home in London. As cash buyers they should, in theory, have been very attractive to agents.

"I contacted 24 agents in the area, but they kept saying there was nothing on the market," Mrs Walters says.

After an initial flush of enthusiasm, most of the agents stopped ringing, or even returning Mrs Walters's calls. If details were sent, more often than not they did not dovetail with Mrs Walters's needs for a five-bedroom, two to three-bathroom house with a garden in Notting Hill, Bayswater or Kensington up to £900,000.

Her mail-shot of 500 letters, delivered by a student, produced 60 calls from the streets she had targeted as particularly attractive. "I think people were attracted by the prospect of a private deal and saving an estate agency fee. They were also attracted by the thought of not having to tidy up every morning if their house was on the open market."

The Walters eventually exchanged on a house in Scarsdale Villas, London W8. "My husband had a figure in mind and so did the sellers. I think the seller saved about £25,000 on estate agency fees," she says.

The advantage of the private deal is that homeowners who might not have been contemplating a sale can be flattered by the suggestion that someone might want to buy



Christine Webb moves into her new home in Bath. She sold her previous house through a private deal and thereby saved the estate agency commission

their property, Mrs Walters says.

But William Gething, of Property Vision, a company which advises buyers, gives a warning that the private deal can turn out expensive for the buyer. "The homeowner who wasn't planning to sell may suddenly find their property is worth a special price if they get a letter, and will ask for something crazy high," he says. "The one fact that everybody thinks they know is what their own house is worth — or what they hope it's worth."

Mr Gething identifies particular shortages among the most desirable types of property: the five to six-bedroom Georgian rectory in the Home Counties and the family house in Notting Hill or Kensington with a communal garden.

The problem should ease if prices go up over the next 12 to 18 months. The trend is there. But until people feel the rises are in place, the market will remain sticky," Mr Gething says.

And the letters will keep on coming through the letterboxes.

## Making all your own moves

How one DIY-seller sold privately, but got no response when she played postman

For Christine Webb, a freelance journalist, the crunch came this spring. It was time to sell her small house in Bath, and with scant cash available to bridge the gap to a larger home, she decided to try a little do-it-yourself buying and selling.

Ms Webb explains: "I had already had local agents value my small Victorian terrace house and would instruct one if necessary, but with sole-agency fees at 1.5 to 2 per cent, I first wanted a flutter."

A home-made "For Sale" sign with her telephone number produced some calls. "I then placed a small advertisement in the local evening paper's property supplement, which attracted more interest, including three viewings that evening," she says.

The first woman to view asked for a second look, and arrived as a man was

leaving. Before she had finished revisiting the house, the man had phoned with an offer that was £4,000 below my asking price."

The woman also made an offer, but had not yet sold her own property. By now, Ms Webb was confident that she would find a buyer at near her price since it was becoming obvious that there was a shortage of houses on the market. Sure enough, the man increased his offer. All that remained to be done was to find a property to buy.

"I put selling on the back burner and went house-hunting. I had firm ideas: I wanted an older property with a reasonable garden — which is not easy to find in Bath

— and views, which is easier to find.

"The shortage of properties on the market in Bath has been acute. After six fruitless weeks of looking, it emerged that only three streets potentially offered what I wanted within my budget, and one of these I had fallen in love with. I printed 35 letters asking owners to contact me if they were thinking of selling, and popped them through their letterboxes."

But for Ms Webb at least, DIY buying failed.

"Not one owner called. Yet, a house did come on the market in that same street, through Wild and Lye, an estate agency. I moved in

last Friday. The house calls for much more DIY than I had bargained for, and the agents have been tirelessly helpful in arranging access for building-trade estimates, and remarkably wise in the negotiations. They have undoubtedly earned their fee."

Her sale has been relatively trouble-free. But Ms Webb adds a word of advice on security: anyone who follows her example should always take potential buyers' phone numbers and addresses when they ring, and call them back on the number they have given to check that it is valid before arranging a viewing.

"And be prepared to place your property with an agent if the initial response is not very strong," she says. "Some buyers never read the small ads."

## The £1 million house hunt



The choice: Sacombe Park, Herts; Avenue George Mandel, Paris; Long Island Sound, Connecticut; or an Algarve farmhouse

Last week it was the turn of Maurice, Jean and Carl Remington from Wigston near Leicester, to win £2.25 million at the pools. The week before, Chief Petty Officer Rohan Mitchell, 38, from Croxley Green, Hertfordshire, won a record £2.261 million.

These multimillionaires can now relax and enjoy the delicious debate of how to spend their newly won loot. Chief among their desires were new homes, with perhaps a holiday flat or two thrown in for good measure.

The rest of us, meanwhile, can take some comfort from the knowledge that winning £1 million is not the far-fetched dream it used to be. Premium Bonds now pay out £1 million every month and the new National Lottery, which starts in the autumn, will be paying anything from 10p to £1 million a week, which if not claimed will accrue to a maximum of £15 million.

Casting an eye around the world, £1 million can either stretch to an extravagant castle, or merely buy a luxury two-bedroom flat. How do prices compare?

In London, £1 million would buy a four-bedroom, four-bathroom and four-reception room penthouse in Mayfair with underground parking, or in Kensington a five-bedroom, three-bathroom, four-reception room house with off-street parking and garden. Both are being sold by Savills.

William Gething, of Property Vision, says: "Ten years ago our average purchase price in the country was £400,000. Now it is £1 million. In London that is an average price for an average family house in SW3, SW1, W8 and W11."

In the country, Hampsons is selling Sacombe Park in Hertfordshire, a Grade II\* listed Georgian house in 16 acres

What sort of home would you buy if you won the pools? Mary Wilson looks at the international choices



Flashback to Rohan Mitchell celebrating his record win

with 11 bedrooms, billiards room, staff accommodation and office space for just under £1 million.

John Prince, vice-president of Sotheby's International Realty, says that in Hong Kong £1 million will buy only a two or three-bedroom flat in the reasonably chic hillside area known as the Peak.

"In Germany," he says, "a 400-square-metre house in a prestigious residential suburb of Hamburg with pool, large garden and separate staff flat could be yours for £1 million. And in northern Germany that sum could buy you a beautiful 19th-century castle, in need of restoration, on a

lake and with large grounds."

In Italy, £1 million would buy a large apartment in Portofino on the coast, a villa with a small garden in Rome or an island in the lagoon near Murano, in Venice. Brian A. French & Associates is selling for £1 million a top-floor apartment in the centre of Florence with eight rooms and a small roof terrace. It is also selling a 12th-century estate, near Castellina, Tuscany, with 30 hectares, 17 rooms, plus five bedrooms, a 17th-century chapel, swimming pools, two barns and a vineyard.

David King, of Hampsons International, points out that £1 million goes further in

mainland Spain than Majorca. "It is a bit more exclusive, more prestigious. On the Costa del Sol you could buy an elegant home in Marbella with two-thirds of an acre, swimming pool, four bedrooms and four reception rooms," he says. "Away from the coast, £1 million would buy an 1844 six-bedroom house with 60 acres."

In Paris, Hampsons has a south-facing second-floor flat in Avenue George Mandel, a very select area of the city, with three bedrooms, three reception rooms, two staff bedrooms and garaging for two cars for £1 million.

Or in Provence, Shirley Conran's medieval chateau with seven bedrooms and three reception rooms overlooking the hills towards Cannes is also on the market with the same price tag.

Right on the Côte d'Azur, £1 million worth of property is quite run of the mill. Knight Frank & Rutley, for example, has plenty of property on its books priced way above that. But on the Algarve, £1 million properties are the exception, with Hampsons offering a beautiful 18th-century farmhouse in seven acres as a rare gem.

If that does not take your fancy, cross the Atlantic where your £1 million could buy you a colonial-style six-bedroom family house overlooking the water at Long Island Sound, Connecticut.

Sotheby's International Realty also offers 68 acres in Pine Creek, Pennsylvania, with a small stone house, barn and ponds; a 1905 Tudor-style stone and brick manor with eight bedrooms in Massachusetts; or an ten-room apartment on 79th Street in New York — all for that magic £1 million. Don't forget to send off your pools coupon.

## PROPERTY

### SUSSEX

**EASTBOURNE**  
Exclusive Sea-front Block, 4th Floor Flat with 3 Bedrooms, 2 Bathrooms, (12 Reception Rooms, Gym, Pool, Superb Central and Downland Views).  
£125,000  
LEAPER STANBROOK  
6 Guildford Road, Eastbourne  
0323 416716

### WALES

**DYED, LAMPETER** Delightful farmhouse, 2 hrs. 3 beds, 2 baths, wood-burning stoves, 10 acres, mountain views, pool, £125,000. 01477 4177, 01477 4177, 01477 4177.

### IRELAND

#### SPREADING OUR WINGS

Whenever you are looking to retire, our English Country developments are to be found across southern England from Kent to Devon and from Buckinghamshire to the edge of the Cotswolds. From the quiet of the countryside or the bustle of the market town - the choice is yours. But however much you may enjoy the tranquility of rural England, you need to have easy access to public transport or the motorway. English Country sites are chosen with this in mind.

Prices are from £25,000 to £225,000. To find out more about our properties in Essex, Somerset, Wilt, Sussex and Devon, please ring us for a brochure.

The English Country Association  
8 Holland Street, London W4 4LT  
Freephone 0800 220858

### IRELAND

#### IRELAND

**AVONMORE, RATHDRUM, CO. WICKLOW**



Riverside Leisure Park & Golf Course (Par 3) on c.40 acres

By Public Auction (Unless previously sold)

at Grand Hotel, Wicklow, Fri. 19th August at 3pm

★ Full PP for 20 units Caravan Park Development.

★ Over 1/2 mile River Frontage with good fishing.

★ Excellent location midway between Don Ladore & Rosmore ferry ports.

★ Huge tourism potential.

Sale: August 19th at 3pm, Westwinds Place, Wicklow.

**A.S. Delahunt Ltd.**

010-353-404-0183

ASHFORD, CO. WICKLOW

### WALES

**REDUCED BY £50,000**

as family situation requires us to relocate a.s.a.p.

**MONTGOMERYSHIRE**

Superb south-facing riverside house, Unique tranquil private setting. Not isolated. Friendly market town 1 mile. Flexible accommodation to give all 'granny cottages' if req. 3 beds - 4 beds - 3 baths kitchen with Aga - Utility podocoles - fishing

**PRICE: Was £355,000 - NOW £295,000**

For colour brochure tel: 0886 413334.

### WILTSHIRE

#### WILTSHIRE

**SALISBURY CATHEDRAL CLOSE**

A Rare Freehold Listed Grade II\*

Formerly the stables to Mompesson House

3 beds, 2 reception.

Price Guide £425,000

Tel: 0722 321711

Fax: 0722 411426

### IRELAND

#### IRELAND

**WILTSHIRE/HAMPSHIRE BORDER**

Stunning 17th century house, 7 acres, 10 bedrooms, 10 baths, 10 reception rooms, 10 acres of land, 10 acres of garden, 10 acres of parkland, 10 acres of woodland, 10 acres of water, 10 acres of trees, 10 acres of flowers, 10 acres of fruit, 10 acres of vegetables, 10 acres of herbs, 10 acres of spices, 10 acres of oils, 10 acres of essences, 10 acres of perfumes, 10 acres of cosmetics, 10 acres of toiletries, 10 acres of health products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's products, 10 acres of baby products, 10 acres of pet products, 10 acres of health products, 10 acres of beauty products, 10 acres of food products, 10 acres of drink products, 10 acres of tobacco products, 10 acres of pharmaceuticals, 10 acres of chemicals, 10 acres of minerals, 10 acres of metals, 10 acres of plastics, 10 acres of rubber, 10 acres of leather, 10 acres of glass, 10 acres of stone, 10 acres of wood, 10 acres of paper, 10 acres of fabric, 10 acres of clothing, 10 acres of footwear, 10 acres of accessories, 10 acres of jewelry, 10 acres of watches, 10 acres of clocks, 10 acres of toys, 10 acres of games, 10 acres of sports equipment, 10 acres of musical instruments, 10 acres of books, 10 acres of records, 10 acres of videos, 10 acres of DVDs, 10 acres of CDs, 10 acres of tapes, 10 acres of software, 10 acres of hardware, 10 acres of electronics, 10 acres of appliances, 10 acres of furniture, 10 acres of lighting, 10 acres of decor, 10 acres of art, 10 acres of collectibles, 10 acres of antiques, 10 acres of modern art, 10 acres of contemporary art, 10 acres of sculpture, 10 acres of painting, 10 acres of photography, 10 acres of film, 10 acres of television, 10 acres of radio, 10 acres of music, 10 acres of dance, 10 acres of theatre, 10 acres of opera, 10 acres of ballet, 10 acres of circus, 10 acres of sports, 10 acres of games, 10 acres of toys, 10 acres of children's

















## OPERA page 36

Jerry Hadley sings  
sweetly as Salzburg  
wreaks havoc on  
The Rake's Progress

## ARTS

## POP page 37

Mick struts back into  
action, as the Stones  
launch their world  
tour in Washington DC



THEATRE: The secrets of great acting revealed; and a Tony Hatch musical reviewed in Regent's Park

## Some Method in their madness

How do actors think themselves into a role? Benedict Nightingale asks some of our finest to reveal their mental tricks

To what extent do actors draw on their personal experiences, their private memories when they create a character? The question has fascinated me ever since I asked the normally chipper Michael Caine to explain a dark, melancholy look he gave in one of his movies. He was, he said, thinking of something superficially irrelevant: the death of his much-loved father, a working-class Londoner who did not live to see his son's success.

For him, the answer was simple. For others, it is much more slippery. There are also times when the question seems as contentious as any you can put to a performer.

The other day, I got talking to Robert Stephens about his Lear at the Barbican and, specifically, an unusual piece of business he introduced at the end. "Look there, look there," cries the king, as he points hopefully or hopelessly at the tips of a Cordelia he may or may not believe to be alive. But Stephens' finger was aimed at the middle distance. He was, he explained, looking down the long golden tunnel

emotional memory. She spends 20 minutes before curtain-up getting into the mood by touching inner scars of her own and checking they still hurt. On stage she may be thinking of technical matters: how to project to the night's audience, when to draw a particular breath. But she will also be pulling tiny emotional triggers. Before the line about the unrecognised cost of having sent away her seven-year-old son, she may recall how she gave a performance while she was seriously ill — and kept her pain hidden.

Stevenson faced a still greater challenge when she played the lead in Ariel Dorfman's *Death and the Maiden*. How to reproduce the feelings of a torture-victim who half-expected another ominous

### Performers have always made raids on their own personal histories

knock on the door? It seemed impertinent to try, and yet, she says, she could not disenfranchise herself from the part. She thought of moments of pain, fear and disorientation in her past, and came up with an early one: "I was a confident child, but I did and do have a terror of complete dark. I can remember lying there,

through which the survivors of near-death experiences have reported passing. And there was Cordelia, presumably waiting to greet him. Strange stuff indeed! But then I remembered that Stephens himself had recently been close to death in America, thanks to doctors who had given him the wrong blood in a transfusion. Was he himself re-experiencing that tunnel? Alas no, he replied. He had picked up the idea from a television programme. For him, the idea of "emotional memory", or "affective memory" as it is known in the trade, was repulsive. It was, he declared, "a load of hooey" and the Method, one of whose central ideas it is, "complete and absolute bull".

His Falstaff and Lear have shown that Stephens is a great actor, and he has worked with the greatest: Olivier to Ashcroft. For him, acting is mysterious, a matter of relying on imagination and instinct rather than consciously pressing memory-buttons. Yet Jane Lapotnik and Juliet Stevenson, each of whom is well on her way to becoming a great actress, take a different view.

Lapotnik does not think she could summon up the feelings necessary to play Mrs Alving in Ibsen's *Ghosts* at the Pit without

thinking I was hearing two men outside the door talking about what they were going to do to me, waiting for them to come in, and feeling too frightened even to call my parents.

That was what Stevenson was recalling at the play's opening as her *Phedra* sat in the dark, waiting for her husband to come home. Sometimes she summoned up other memories, because she knew there was a danger of the moment becoming stale. But mostly this was the negative that, as she puts it, she was trying to blow up into a full-scale photo. The intensity of the memory, she found, varied unpredictably, altering her movements and intonations from night to night.

Throughout history, performers have doubtless (Stevenson's words) "made daylight raids on their own history". A Greek actor called Polis is said to have brought on stage the urn containing the ashes of his son before delivering Electra's speech about her dead father. Mrs Siddons's famous Lady Macbeth gained much from the memory of her panic when a candle blew out, leaving her dark in her attic as she studied the role. Kean thought of a dead uncle when his Hamlet picked up Yorick's skull, and regularly wept. Flora Robson could produce



Robert Stephens, being made up to play Lear with the Royal Shakespeare Company: for him, the idea of using "affective memory" is repulsive — "a load of hooey"

tears just by thinking of the "dear boys" who had perished in a submarine disaster years before.

It was Stanislavsky who systematised the approach, but Lee Strasberg who, to the Russian director's dismay, set it in stone. To belong to his Group Theatre or train at his Actors Studio, as many of the brightest did, was to return to the formative years, to recall significant events and repressed feelings, and to create a "filing cabinet of emotions" that could be whisked up within moments. The technique is still most common in America, but it spread to Britain, and has formed part of many of our actors' education.

Simon Callow, for instance, recalls sessions at the Drama Centre at which students lay down in front of their peers and regressed to moments of trauma. Minnie Mouse girls would roar, stoics would weep hysterically, and his own mild-mannered flatmate, remembering his expulsion from school, crawled around growling, his nails digging into the floor-

boards. It was, he agrees, a dangerous exercise; but it did open people to their deeper feelings and help them to do what actors must: expose themselves publicly.

Some disapprove utterly. Clare Higgins, emotionally a bold, truthful actress, sees more Method-conscious performers emerging from our drama schools, and feels it encourages self-absorbed acting. "Most actors are neurotic messes anyway," she says, "and it makes them and their neuroses the centre of attention rather than what matters — the text and the play. Imagine a cast with 15 people all having their own emotional memories. It's chaos."

Even in America her criticisms are widely heard. The character becomes the actor rather than the actor the character. His emotions become at best impressive, at worst irrelevant to the dramatic situation. Rhythm dwindles into an introverted mumble that makes Brando sound like John Gielgud. What else can you expect when the Method who rages at the witches is in fact

recalling how his mother took away his candy at the age of four?

Yet even the actor Robert Lewis, who became one of Strasberg's fiercest critics, found uses for affective memory. Playing a Labour spy exposed at a union meeting in the Group's production of Odets's *Waiting for Lefty*, he thought of a moment when he was caught in flagrante; and "my face invariably turned a deep red". Sceptics in Britain, too, are usually willing to concede that some performers find the technique a handy addition to their repertoire.

It tends to be more useful in the rehearsal room, where feelings are explored and tested, than on the stage, where they must flash by. It is more suited to silent close-ups on the screen than the hurly-burly of theatrical dialogue. It is probably more helpful to raw actors than to older ones, who should have acquired more inner riches and greater trust in their ability to exploit them unselfconsciously. Diana Rigg remembers thinking of her dying father when, as a young

actress, she had to shed tears; but with her recent *Medea* she "simply became so familiar with the character I could let it happen, though I can't explain how".

Again, the technique may help a blocked actor. Janet Suzman used something like it when John Kani, the Moor in her production of *Othello*, had trouble summoning up jealousy. "I saw your wife in a car in Pretoria," she casually said to him. "Who was that beside her?" Callow had a similar success with an actor who could not express the pain of bereavement until he was encouraged to think of the dreadful day his dog died.

Like Suzman and Callow, Henry Goodman feels most actors use the technique to some extent. It has helped him with the role of a troubled husband in Arthur Miller's *Broken Glass*, which opens at the National tomorrow. "I've been married for 22 years, and can remember times when I've been frustrated, stupid and aggressive. I can remember a time at Stratford when the kid was crying,

I was appearing in ten plays at once, and I started to bang the door with my hand again and again."

When Brian Cox played a cut-off brooding young man in David Storey's *In Celebration* years ago, he drew on his own childhood sense of isolation and, particularly, the difficulty he had in focusing on what his mother was saying. He thinks affective memory useful but often imaginatively limiting and absurd when pushed to Strasbergian extremes. "To say you can't feel it unless you've been through it is bollocks. You don't have to have chopped up women in order to play Hannibal Lecter."

To each performer his own system. There aren't and can't be general rules. What, for instance, did Victor Spinetti think of in a movie called *Voyage of the Damned* when he was asked instantaneously to transform himself into a fearful wreck so that the star, James Mason, could leave the set by noon? "I thought of his salary and then I thought of mine," he says. "It worked."

## Poor boy rising fast in the park

Kate Bassett is amused by Tony Hatch's *The Card* at the Open Air Theatre, and a reworking of *Twelfth Night* on the fringe

The story of a boy born poor in a smoky Victorian pottery town, counting the pennies and rent-collecting from his own mother, doesn't sound like the sunny stuff of an outdoor musical in Regent's Park. But Denny Machin, with a hard nose for entrepreneurial business and a heart of gold, a knave with a naive streak, happily ends up as mayor, and designer Tim Goodchild's flashes of blue sky further help the industrial setting to rub shoulders with the alfresco environs in this new production of *The Card*.

In fact, Arnold Bennett's comic novel wasn't sour-faced in the first place about "the smuts that lend continual interest and excitement to the atmosphere of Bursley". And the deft and entertaining adaptation (book by Keith Waterhouse and Willis Hall; new lyrics by Anthony Drewe) is even more sentimental and less satirically sophisticated than the original.

I feared that painful associations of sticky-back plastic would adhere to Peter Duncan, in the lead. However, it seems that I have not been permanently scarred by being glued to *Blue Peter* in my formative years. Duncan, of stage-acting stock and in Olivier's Old Vic company before children's television called, is delightful. He gives an unspool performance, centre-stage without exuding star status. His Denny is like Tommy Steele

without the unbearable. A fairly dab foot at routines, he grins boyishly and clicks his ankles in mid-air with a genuine sense of spree.

Ian Talbot directs niftily and the choreography is as much in the spirit of rollicking music hall as of slick showbiz, even if a few of the extras are overdoing it. Provincial VIPs, apparently, ballroom-dance with less *savoir-faire* than wind-up baboons. Tony Hatch's score can be about as aurally riveting as a perky hurdy-gurdy. Nonetheless, it is not without its twinkles of pastiche, from an anachronistic flirt with ragtime to the local colour of brass.

There are some gooey glitches. As Nellie sings prettily but predictably "If only it were not a dream" — apparently never imagining beloved Denny could be her boy — I found myself drifting off in boredom. Yet by love-duet time, I was won over. The lyrics of "Opposite Your Smile", comparing a rainbow and a young lady's risus, would normally make me grimace horribly, but Duncan and Jenna Russell harmonise sweetly.

The set has a sense of humour all by itself. Wobbly bikes and perilously reversing cars apart, a steaming with funneled and lighted porches plays peek-a-boo with the audience when, Nelly is on the brink of emigrating. It gives an unromantic poop as Denny breaks



A bicycle made for two: Hayley Mills leads the cast of *The Card* in the open air at Regent's Park

into song, love dawning on him at last. In chokingly hot London, where better to be of an evening than having a jockey theatrical breeze in Regent's Park?

PHIL Willmott's company, The Steam Industry, is churning to the rescue of the financially beleaguered Finborough Theatre (London SW10), paddle wheels splashing and smokestacks puffing. While the Finborough crew struggle with funding below decks, The Steam Industry launches a season-in-residence entitled "Dangerous States", compressing the contemporary with the classics.

*Ilyria* is Willmott's whistle-stop reworking of *Twelfth Night*, following in the wake of his Shakespearean adaptations, *Iago* and *The War King*. *Ilyria* is an energy-propelled, artistically clanking production, Willmott being inventive

without fine-tuning his creations. There is a barny ebullience about the noise pollution in *Ilyria* as sturching-drunk Sir Toby Belch and twittering Andrew Aguecheek whack up the volume and get on down to "Why Do Fools Fall In Love?". The strains of "Everybody Hurts", in place of Feste's song for lovesick Orsino (and simultaneously) underscoring Olivia's confession of unreciprocated tenderness for Cesario, is a bold paralleling of lyricism across the centuries. But REM's rhythms — unlike the tropical lilt of Howard Sandler's Orsino — don't marry with Elizabethan lambics.

Feste, with a tape deck, is a rocky concept. This character, a clumsy narrative frame implies, is a modern teenager with qurelling parents. Daydreaming, he lands in the world of *Twelfth Night* with its confetti finale. Everyone takes the

boy for the Fool; unfortunately all Michael Chomik does is stand around looking dim.

Malvolio is a woman with shaven hair. Shooting away Olivia's suitors, Finola Bryan is a fierce vision of almost fascist asceticism. Subsequently punished for loving Olivia and coming out in cross-garters, this Malvolio symbolises lesbianism abused by conservative society. However, oddly, nobody notices she is not a man, and textual cues mitigate her treatment.

*Ilyria*, softly engulfed in the sound of waves, looks lovely. Olivia floats about (with forceful "I'm allured-by-you" looks) in salt-white muslin, its edges delicately ocean-stained with blue. There is a wooden deck and the walls are washed with green: we might be underwater. But the cast are powering over the surface of Shakespeare's psychological depths.

### RADIO: Audience figures may be deceptive

## Is Five as alive as its ratings suggest?

Ummmm... this humble pie tastes good. The news from Rajar, the radio audience researchers, that the revamped Radio Five is reaching 4.3 million listeners a week is something of a puzzle to those who think that critics have influence over listeners. Let me open the file marked "excuses" and see what I can come up with.

The best of the available bunch seems to be that critics influence readers, not listeners. Admittedly, this week's postbag contained the accusation that I am a "bloody fool" for suggesting that *Woman's Hour* is an anachronism, but for the most part readers are surprisingly prone to sharing my views.

This could mean that we are all in a minority. Rajar also shows that the number of people listening to *Anderson Country* on Radio 4 has increased by 20,000 in the past three months. I suspect that this is in the same category as any restaurant mentioned by Jonathan Meades being packed to the rafters for the next month, even if he has compared it adversely to taking swill from a pig's trough.

But Radio Five Live would seem to be a mystery from the figures. After all, 4.3 million is pretty respectable. And most are agreed that the old Radio 5 was a disaster. Something had to be done. Hence the huge investment in Radio Five Live.

The trouble is that the late

unlamented Radio 5 attracted... 4.4 million listeners in the quarter before Five Live was launched. All right, comparing summer months with winter ones is unfair. So back to the second quarter of last year, when Radio 5 attracted 4.2 million, just 100,000 fewer than Five Live got for the same period this year.

Obviously the BBC is trumpeting the increase, obviously it is delighted to report some good news at a time when the Radio 1 audience has fallen by nearly 2.6 million in a year. But surely an increase of 100,000 for a network that is the flagship of the prevailing BBC view — that a round-the-clock news and sport network was what the customer wanted — is hardly conclusive proof of that desire?

I do not mean to suggest that the BBC should be a slave to ratings. Radio 1 was bound to attract a smaller, more select audience if it was to deal with the government view that pop stations were best left to the commercial sector.

But I do question whether Radio Five Live has got it right. In February, Talk Radio UK, the first national commercial speech station, goes on air. Only then will we discover whether listeners actually want such a network and, if so, whether Radio Five Live is good enough. Until then, hold the humble pie.

PETER BARNARD







# Not fade away for a while yet

ROCK: Forget the wheelchairs — the Rolling Stones can still strut their stuff, writes Paul Sexton in Washington DC

The balance sheet of debate about four men with a mean age of 50 still flatly refusing to find proper jobs shows one great credit entry: it will never be enough for the Rolling Stones merely to take part. If they're in it, they've got to win it. The news from Washington is that the post of "Greatest Rock 'n' Roll Band in the World" is not yet vacant.

Their new album, *Voodoo Lounge*, led nimbly to worldwide sales of some 2.5 million copies in less than three weeks, according to their new landlords Virgin, and the Stones can now reap the benefit on their twelfth North American tour which so far stretches into mid-October with European dates likely to follow next summer.

Even in America, which honours its musical perennials with far more loyalty than we afford such survivors in Britain, a good deal of snickering had been detectable about the event they were calling the "Steel Wheelchairs" tour. Mick Jagger knew how to handle it by bringing the defences down and taking a little pot-shot at the inescapable absurdity of it all. "We've been in Washington for a week," he said, a few numbers into Monday's opening night at the Wembley-esque RFK Stadium. "And I haven't heard so much talk about healthcare for the elderly since Bill left the band."

The new Wyman-less quartet, joined by jazz-indebted replacement bassist Darryl Jones and the regular exemplar band, were never going to arrive modestly. First to show was Charlie Watts, clambering on to his drumkit in what was not so much a set as an industrial complex. Designers Mark Fisher and Jonathan Park had been retained from the "Steel Wheels" and "Urban Jungle" visual orgies of 1989-90. Looking at their new creation, with steel walkways to right and left, a video screen above metal rigging and a giant lighting "snake" angle-poised over the stage, the thought occurred that these men were like some futuristic



The Rolling Stones in Washington: technical wizardry combined with the huge charisma of the veteran performers made for two and a half hours that never dragged

fairground masters, selling us and the Stones a journey of glorious excesses: self-indulgence for the band; hedonism for the audience.

The first number brought an immediate inkling of the Stones' heretofore as "Not Fade Away" returned to put more than three decades into sharp relief. "Under Cover of the Night" followed swiftly with powerful economy. Jagger strutting tirelessly in black, Keith Richards strutting tirelessly in black, Charlie Watts strutting tirelessly in black, Bill Wyman strutting tirelessly in black. Ron Wood pecked

at his rhythm guitar like some degenerate blackbird and Wans, classiest of all, was his customary foundation stone of restrained authority.

The third number, "Tumbling Dice", activated the video screen, which brought the event to life for that majority of the audience for whom not just binoculars but a telescope would otherwise have been required. Here again, the band put the latest technological advances on their payroll, with an impressive palette of effects mixing video, live as-it-happened and animated footage.

The new album's "You Got Me Rocking" was the first plodder, betraying the fact that *Voodoo Lounge*, for all its strengths, includes a few too many retrads. Of the other new songs, "Out of Tears" could not quite regain its recorded heights but "Love is Strong" with Jagger's sleazy harmonica, emerged as a surprisingly serviceable live entity, while "The Worst" gave Keith a touching moment in the driver's seat.

The chief visual set-piece again came from a series of inflatables, a slightly disturbing collection of outside figureheads that ballooned

into action and draped the stage as the band, almost irrelevantly, revived "Monkey Man". One wondered what Keith, well-known for his scepticism of the optical hoopla of the Stones' latter tours, was making of this particular sideshow.

Yet such jiggery-pokery has become a working part of the Stones' mechanism, and combined with the huge charisma of these wrinkled retainers of rock mythology, it made for two and a half hours that never dragged. The best compliment to Darryl Jones was that, like Wyman before him, he was rarely noticed. Backing singer Lisa Fi-

scher was consistently sexier than is legal in some states.

A well-paced set also found room for such surprise selections as "Memory Motel" and a version of "Can't Get Next To You" clearly influenced by Al Green's plus what Jagger thought may have been their first ever concert performance of "Hot Stuff". But it was the standbys that really brought home the bacon: "Brown Sugar", "Honky Tonk Women", "Satisfaction" and an encore of "Jumpin' Jack Flash".

A few more dates are needed to grease the wheels, but the wheelchairs won't be necessary.

## ARTS BRIEFING

### Maazel quits

THE Pittsburgh Symphony Orchestra's appearance at the Proms in September looks like being the orchestra's last concert here with Lorin Maazel as its conductor. He is to leave Pittsburgh after eight years with the ensemble in its centenary year of 1996, apparently in order to spend more time composing.

Maazel, who was at one time mentioned as a successor to Herbert von Karajan as chief conductor of the Berlin Philharmonic, is said to command the largest salary of any conductor in America. His career has included conducting most of the great orchestras in the world, but has not been without its setbacks: an appointment as music director of the Vienna State Opera lasted only a few months before disintegrating in mutual public recriminations.

● THERE may be nothing but trouble in St Pancras, where the new British Library building is slowly and painfully going up. But in Aberystwyth all appears to be plain sailing for the £11 million extension of the National Library of Wales. Work began this week on a third building that will meet the library's storage needs for the next 25 years, with over 135 kilometres of new shelving on six floors. The new building, to be funded by the Welsh Office, is expected to be completed by Christmas 1995.

### Forward, poets

SHORTLISTS for this year's Forward Poetry Prize have been announced. Competing for the £10,000 Best Collection award will be Kathleen Jamie, Vicki Feaver, Eavan Boland, Alan Jenkins and Paul Muldoon. The winner of this, and of the £5,000 Best First Collection and £1,000 Best Single Poem awards, will be announced live on BBC TV on October 6, National Poetry Day. The judges are Carol Ann Duffy (who last year won the Best Collection award), Alexandra Shulman, Jean Breeze, John Gross and Cressida Connolly.

## Rebel goes on a hip-hop to the other side

JAZZ: Clive Davis reports on the latest twist in the astonishing career of saxophonist Branford Marsalis

A curious paradox is at work here. Branford Marsalis may well be the most famous jazz musician in the whole of America, eclipsing even his younger, trumpet-playing brother, Wynton. In strictly statistical terms, you could even go so far as to argue that he has reached more listeners than any jazz artist of the past 30 or 40 years.

If Duke Ellington were to return to New York tomorrow and stroll down the boulevard named after him, a few heads might conceivably turn. Branford Marsalis, on the other hand, would probably soon be encircled by the well-wishers. The irony is that his fame rests less on his recordings — how many Branford Marsalis compositions can one name? — than on his role as music director on America's most venerable talk-show institution, *The Tonight Show*, once presided over by the silver-tongued Johnny Carson and since 1992 hosted by the younger, hipper Jay Leno.

The show's musical policy changed accordingly. Out went trumpeter Doc Severinson's cosy, middle-of-the-road house band; in came Marsalis and a brash and eminently versatile house band made up of the cream of young improvisers. Once little known beyond the minuscule hard-core of contemporary jazz aficionados and those pop fans who had heard him play on Sting's albums, Marsalis now performs for a television audience of tens of millions night after night.

Naturally, there is a catch. In the ruthlessly competitive world of late-night television, where Leno is locked in mortal combat against Letterman, is self-respecting producer is

going to allow a musician to do anything as reckless as play real jazz. And so, night after night, Marsalis and his players are confined to doing little more than setting the mood with minuscule soundbites or providing backing for the latest chart flavour of the month. For the rest, Marsalis is required to play the role of sidekick to Leno, laughing at his one-liners or — as is more often the case — delivering a disdainful "What the hell am I doing here?" flash of the eyes.

Never the most diplomatic of individuals, he has never made any secret of the fact that he finds the assignment distinctly unchallenging most of the time. "The gig is what it is. It's not stimulating in an intellectual way, but we have fun every night, especially when we're off-camera. How many of the nights are musically satisfying? One or two at most."

"That makes sense. Look at the *Billboard* Hot 100 chart and you might find 15 groups that you like or even 15 that are worth a damn. We do 300 shows a year. How are you going to find 300 people who are interesting? So you have bands coming in because they have a hot song, and you know the song is rubbish. We know it, they know it, the fans don't know it."

It is the kind of compromise, only on a grander and more lucrative scale, that many jazz musicians have to face at some point in their career. Of course it goes without saying that Wynton, the unyielding purist, would never consider taking such a job. In an episode which has become almost part of folklore, he sacked Branford from his band in 1985 after his brother accepted the assign-

**“Branford makes no secret of his desire to fuse jazz with other forms”**



Branford Marsalis: "I didn't like hip-hop before, because I felt it was kind of dopey"

ment with Sting. The brothers have achieved a reconciliation of sorts since then.

While Wynton devotes himself to reviving the past glories of Jelly Roll Morton in the concert hall, Branford makes no secret of his desire to fuse jazz with other contemporary forms and to reach young listeners for whom Louis Armstrong, like Neil Armstrong, is a remote figure mentioned in the occasional high-school textbook.

Appearing on *The Tonight Show* is part of the strategy, and he takes the process a step further on *Buckshot Lefonque*, a new album whose title was taken from the pseudonym used by saxophonist Cannonball Adderley when he was moonlighting on R'n'B and pop recordings.

Made in collaboration with the Gang Starr rapper DJ Premier, it is a seething ragbag of styles, mixing jazz improvisation with hip-hop, reggae, blues and hard rock. The list of guest artists — from guitarist Nils Lofgren to the late Albert Collins and trumpet wunderkind Roy Hargrove — gives some idea of the patchwork of influences.

James Brown and Fela Kuti make an appearance in the form of a sample, as does John Coltrane — the first time, it is said, that the Coltrane estate has sanctioned such use of his work. Another track, "I Know Why The Caged Bird Sings", becomes a platform for the poet Maya Angelou.

Does it all add up to an interesting album? That depends on your expectations. When Marsalis played a special one-off date in New York last month at the Supperclub, a crowded, trendy dance nightclub off Times Square, the audience response was reasonably enthusiastic. Compared with the numbingly banal "acid jazz" served up by the British support band Groove Collective, Marsalis's group could not fail to sound less than worldly.

But to anyone familiar with his jazz work, *Buckshot Lefonque* only serves as a reminder of how impoverished the vocabulary of today's chart music has become, every threadbare melody subordinated to a predictable beat. Parts of *Buckshot* are fun to listen to, but the sensation

lasts only as long as the last tingle of a Diet Coke. Marsalis's brother struck the right note when he was asked to give his verdict: "It's not bad. It sounds like the best of the stuff that's like that."

While his musical tastes have always been catholic — as a teenager he listened to Led Zeppelin, and he has been known to jump on stage as a guest with The Grateful Dead — Branford was a latecomer to hip-hop. As recently as 1986 he told an interviewer that it was the one style for which he had no sympathy: "that stuff just makes me angry". He began to change his mind, he now says, after hearing groups such as Public Enemy.

"I didn't like hip-hop before because it was kind of dopey. What struck me about bands such as Public Enemy was that they had the attitude that R'n'B used to have in the 1960s and 1970s before they started to try to sell down the middle of the road. I dig the disregard the hip-hop people have. That's real cool because, you know, that's kind of the attitude of the jazz musician."

● *Buckshot Lefonque* is released next week on Columbia

## Women in the frame

One of the most successful directors in Latin America has a bold new film out

For most of her first 50 years, Maria Luisa Bemberg obediently conformed to the polite conventions of upper-class Argentine society. She played her role as wife, hostess, mother and eventually grandmother. "The first step towards being more autonomous," she recalls, "was getting a divorce. And once my children were grown up I felt I could dedicate more time to myself."

From childhood she was attracted by theatre and film "but like so many women I did not dare take myself seriously". In her late forties she wrote her first screenplay, but soon felt the need to be behind the camera. She enrolled at the Actors Studio in New York so that she could learn how actors work and feel. She directed a couple of shorts, which she calls "feminist pamphlets".

In 1981, already close to 60, she embarked on her first feature. She admits that her entry into films was smoothed by being rich enough to finance her own productions.

Her second film, *Nobody's Wife*, was the story of the kinship between a homosexual man (until then a taboo in Argentine films) and a separated woman, both marginals in a Catholic society. Its success firmly launched Bemberg's career: today she is one of the most successful directors in Latin America, male or female — though in the latter category she still remains unique.

A notable stylist and a compelling storyteller, she has made extraordinary women struggling to realise themselves in an unfavourable society the subject of her subsequent films. "Above all I wanted to change the very uninteresting image of women in Latin American films. Women have generally been represented with grotesque misogyny or as creatures of male ambition. We are presented as erotic or romantic. In films it is only the men who have ideas and communication. Women must not fall into this trap of romanticism and sentiment. It's almost been forced on us as a way to stop us thinking."

*Camila* (1984), which won her an Oscar nomination, told the true story of Camila O'Horman, a young upper-class woman whose love affair with a priest resulted in their executions in 1848. "This hap-

pened under the Rosas regime, in which you find the roots of the military regime of our own era."

In *Miss Mary* (1986), Bemberg examined the strange classless role of a governess, played by Julie Christie. "My own governesses," Bemberg recalls, "were



Maria Luisa Bemberg: a film director late in life

always Irish. My mother wanted to be sure they were good Catholics." Next came *The Worst of All* (1990), the story of Juana Inez de la Cruz, an extraordinary 17th-century savante — astronomer, philosopher, theologian, musician and one of Mexico's greatest poets. Disturbed by such a freak in nature, the Church forced her to renounce her work and her library and to dedicate herself to domestic service.

"She was broken in the same way that dissidents in certain countries are forced to recant in our own times. It's a very contemporary theme."

With her new film, *We Don't Want To Talk About It*, she takes a greater risk in choosing a heroine whose nonconformism is physical. Charlotte stops growing before she is three feet tall. Her

mother refuses to acknowledge the fact, decreeing "We don't talk about it." Charlotte has to fight for fulfilment and self-esteem.

The title itself hints at Bemberg's risks of offending dogmatists of political correctness. "A few of them have been bothered by the ending, supposing that I am saying that the circus is the place for dwarfs, which of course I am not. Charlotte is a metaphor. The film is about how every person deals with her destiny. Charlotte is proud of who she is. If you like, she is the only person in that village who is not a dwarf, spiritually speaking."

"Luisina Brando, who plays the part, came as if from heaven. We advertised for an actress in the newspapers, but Luisina did not see them because her family is poor and does not read the papers. We found her by accident, babysitting for a friend of mine."

"She is totally uneducated, but amazingly intelligent — aware, funny, defiant and with a face that is absolutely not banal. Marcello Mastroianni was enchanted by her."

"At the end of the film, I gave her a present of an operation to straighten her legs. She has to be in a wheelchair for ten months — every day a screw here and a screw there. But already she has grown 15 centimetres, and her legs are much more graceful. Her life has been difficult, but at least she has more chance now. Character is destiny. It's up to her. If she is determined enough she will achieve something."

Bemberg's second career is evidently rejuvenating. At 72 she is lithe, attractive and ageless. Her career is flourishing, full of projects — "I get at least five scripts a month." And despite her frequent questioning of the Church, she remains a Catholic.

"Not very close, perhaps; but I did show the script of *Camila* to my confessor. I didn't want to offend the sensibilities of Catholics who might see the film — people don't go to the pictures to be slapped in the face. But it was all right: 'My blessings, my child,' he said, 'it should be a beautiful film.'"


DAVID ROBINSON


● *We Don't Want To Talk About It*, released in Britain on Friday, will be reviewed tomorrow





## Blanking out irrelevant parts of document


**Treat your tastebuds**  
**at**


 **The**

 **International**

 **Festival of**

 **Fine Wine**

 **and Food**



**Olympia 2**  
**6th - 9th**  
**October**  
**1994**

- Exclusive to Readers of The Times **FREE** cookery demonstrations by star Relais and Chateaux chefs - Raymond Blanc, Aaron Peterson, Michel Roux Jr, and John Webber.
- 15 Food Pavilions designed to be a Foodie's paradise.
- Over 1000 wines to savour and enjoy from around the world.
- 32 daily tutored wine and speciality drinks tastings including Sainsbury's Introduction to wine seminars.
- The Times Winning Wines Feature.
- The Sunday Times Wine Club Taste Tunnel - *by popular demand!*
- **PLUS** new wines, exotic foods, vintage wine auctions, master chef demonstrations in the Rhode & Neff Kitchens and Decanter Masterclasses.

INTERNATIONAL FESTIVAL OF FINE WINE & FOOD  
Sponsored by

**THE SUNDAY TIMES**  
**THE TIMES**

**Decanter**

**TICKET DETAILS**

**£15.00 - single ticket £25.00 - double ticket**

For a leaflet or tickets Ring 071 373 5144

20-  
21-  
22-  
23-  
24-



FROM DAVID MILLER IN ST PETERSBURG

Asked if this was so, she deflected the pessimism gracefully: "Ask my coach, he is the expert in *everything*." Her coach, who had all the personality of Leonid Brezhnev on a bad day, merely said: "If your technique is good enough, you can be even better if you were tall." Khorkina smiled more radiantly than ever.



## BY OUR SPORTS STAFF

Competition was initially delayed by six hours. However, an hour before the new starting time, the organisers moved to the nearby SKA rink. Jack Kelly, the

Speedskating is the second sport that has had to be rescheduled because of venue problems. Swimming was put off for a day because of murky water in the pool. Alexi Zakrevski, the director of the

When asked what was being done to get the rink ready, Zavreski said: "It's a secret." Pressed on what process was being used, he said: "It's non-standard technology."

Nor is culture a straightforward matter within a single sport. Professional players have a different cultural attitude from that of spectators. Most English were utterly

## MIDWEEK VIEW



The only constants in sporting culture are love of competition, pursuit of victory and love of strife.

The competition was won by Nick Hiron, a 15-handicap, who had 43 points, the same score as Spencer (handicap 12). In a small way it was poetic justice that Hiron took the prize after a comeback. He drove the green at the 286-yard

THE golfer, Paul Azinger, of the United States, who has fought an eight-month battle against cancer, plans to defend his US PGA title next week at Southern Hills Country Club in Tulsa, Oklahoma.

Azinger will make his comeback in the Buick Open at the Warwick Golf and Country Club in Boston tomorrow.

"I feel like I'll be as competitive as ever," he said. "I know initially it will be tough to concentrate with all the attention.

**BY OUR SPORTS STAFF**

It was a slog and, by the end, it was difficult to make out which player was representing which side. The condi-

Bay of Plenty hit back when Brett Sinkinson scored a try from a rolling maul and James Winiata added a second

## FIXTURES

## CRICKET

**REPRESENTATIVE MATCH** (second day of three) Oakham: England Under-17 v India Under-17

## OTHER SPORT

**BOWLS:** Open tournament (Bournemouth)  
**BOXING:** British light-welterweight championship: Ross Hale (holder) v Hugh Forde; European flyweight championship: Luigi Camptorini (lit. holder) v Darren Field (GB) (Bristol)  
**FOOTBALL:** Pre-season matches (7.30 unless stated) Barnet v Reading (7.45), Arsenal v PRN (8.15), Tottenham v Bolton (8.45), Ipswich v Bournemouth (9.15), Fulham v Luton, Fulham v Watford (7.45), Millers v Doncaster, Millwall v FC Porto (7.45), Plymouth v Torquay (7.45); Stags Rovers v Kilmock, Southend v Ipswich (7.45); Swansea v West End (7.45); Wolves v Wolves (Worcestershire) v Manchester United (7.45), Rotherham v Notts County (7.15).

# WORD-WAT

**■ Answers from page 44**

**BOUDIN**  
 (c) A blood-sausage, a black pudding, also force-meat shaped like a sausage. Also *white boudin*. From the French word. Mrs Beeton, 1861: "Boudins of a long shape, the size of the dish they are intended to be served on."

**DIGBY**

(c) A dried or cured herring of a type caught at Digby, a seaport in Nova Scotia, an eponym, in full *Digby chicken*.

**THAUMATROPE**

(c) A scientific toy illustrating the persistence of visual impressions, consisting of a card or disk, with two different figures drawn upon the two sides, which are apparently combined into one when the disk is rotated rapidly; also applied to a disk or cylinder bearing a series of figures which, on being rapidly rotated and viewed through a slit, produce the impression of a moving object. From the Greek *thauma* a wonder + *tropos* turning.


**TWANKAY**

(2) A variety of green tea (in full *Twankay* tea), properly from the place so called, but also applied to blends of this with other growths, an eponym from *Tun-ki* or *Tun-chi*, the name of two streams and a town in An-hui and Chi-kiang, China. Hence *Widow Twanky*, *Aladdin's ma* and other drag matriarchs in

## WINNING CHESS MOVE

**SOLUTION TO WINNING CHESS MOVE**  
1 a5! Rxf2 2 a6 Rc8 (otherwise the pawn will promote) 3 a7 Ra8 4 Rfb1! Nxb1 5 Rxb1 and Black has no defence, as 5 ... Rxa7 allows 6 Rb8+ mating.

effort to dislodge them — but  
their place at the Forest of



Arden, which stages the Murphy's English Open later this month, is assured.

Golfers everywhere will identify with the dilemma facing John Carr. He had gathered 17 points in the first seven holes, then got a call telling him that his wife had gone into labour. Like a true hero, Carr holed his last putt then dashed off to the hospital to be present at the birth of Emily, who weighed in at 4lb 10oz.

Mother and baby were later reported to be doing well, while father was left to celebrate the arrival of his daughter and ponder what might have been on the golf course.

**DON'T MISS IT**

**THE OFFICIAL 1994 TOUR GUIDE**

**ICCB**

**COVERING BOTH SUMMER TEST SERIES**

**PLUS A WEALTH OF OTHER CRICKET FEATURES**

**ONLY £3.50**

**NOW AT**

**WH SMITH, MENZIES AND GOWLER LEADING NEWS AGENTS**











# Ordinary man takes up challenge of extraordinary adversity

By OLIVER HOLT

James Capstick was scared as he rode in the vanguard of officers trying to quell the Brixton riots in 1981. He was exhausted after four hours on horseback, fending off missiles thrown by rioters in Trafalgar Square in 1990, and the butt of protesters' anger during the disturbances orchestrated by the Anti-Nazi League at Welling, in southeast London, last October.

His police career has been dotted with adversity, but now his colleagues question his sanity in volunteering for an ordeal that makes the others pale by comparison.

Capstick, 35, is wiry, fit and lean, happily married and content in his job. It will be a wrench to leave his wife and two young children for ten months, an emotional and financial drain. The rest — the trail of days and nights on churning seas, cold and wet, with powdered food for comfort and seasickness a constant threat — he is ready to embrace.

He applied to take part in the 1996-97 BT Global Challenge, after all, and won one of two reserved berths offered by *The Times*. He wrote an essay, joined accountants, bank managers, actresses

and public relations executives on an adventure weekend, then wrote another essay. All to win the prize that now stretches out before him.

In September 1996, in a reprise of the 1992 British Steel Challenge, he and 14 other crew members will leave Southampton in a yacht evenly matched with 14 others by the event organiser, Chay Blyth, and begin a race to sail the wrong way around the world, against the prevailing winds and tides. The vast majority will, like Capstick, be sailing novices, paying for the privilege. Before they return ten months later, they will have called at Rio de Janeiro, Hobart, Sydney, Cape Town and Boston.

Ocean challenge or ocean ordeal? The challenge is the fun part, the thrill. It is the camaraderie gained from shared hardships, the achievement of guiding a vessel through heavy seas, communion with the elements, raw combat with the ocean. It is the boast of having sailed around the world, the metamorphosis of novice into skilled yachtsman, the chance for an ordinary family man, who holidays at Bournemouth and tried and tested Mediterranean tourist spots, to visit some of the most spectacular cities in the world.

The rest is trial by ordeal, a test almost medieval in its primitive-

**BT**  
**Global Challenge**  
**THE TIMES**

The *Times* reserved two berths — one for a man and one for a woman — and offered bursaries towards their costs and the chance to write about their

When Chay Blyth announced the BT Global Challenge last summer, to follow the original British Steel Challenge of 1992-93, he had 6,000 applicants for 165 places on the 1996 fleet, each of which cost the successful entrant £18,750.

ness, an interminable buffeting for body and soul, the sacrifice of all that is familiar and stable. The persecution is self-inflicted and the victim will blame only himself if the test is failed and he cannot last the course.

For Capstick, a sergeant in the mounted division of the Metropolitan Police, with 17 years' service behind him, surviving the ordeal holds more fascination than reaping the rewards of the challenge. Forging friendships in the rarefied circumstances, then relying on them to achieve the goal, are the chief attractions of this sudden departure from normal life.

"Going through things like the Brixton riots and the Trafalgar Square demonstration fosters

great team spirit," he said. "Whether you are there, or in the midst of the Wapping dispute, or travelling around the Southern Ocean, you cannot do it on your own. I can look after myself to an extent, but somebody has got to watch your back."

"I am a sergeant and, as such, I supervise and tell people what to do. But I know my men and that I can rely on them to look after one another. You cannot go into a situation and then find only half of you coming out because nobody has bothered to look after Bill at the end of the line. If I go out of the stable with six blokes, I expect to come back with six."

"I like being part of a team, and that is one of the things that excites

me about the BT Global Challenge."

Capstick is beginning to come to terms with the financial demands that being absent for nearly a year will place on his family. He is allowed to take 12 months' leave from the force, so his job at the Epsom stables will still be there when he returns. But his attempts to persuade the police to follow a precedent they set with officers who went on Operation Raleigh and pay him half his salary while he is away have proved unsuccessful.

If he cannot find a sponsor, he is prepared to sell his car and mortgage his house on the outskirts of Woking, Surrey. His wife, Tracy, is in the Met, too, so there

will be her salary and the savings they build up between now and the day he waves goodbye to her and their children, Steven, 7, and Christopher, 4, on the Southampton quayside.

"I have seen footage of the families saying their farewells on the British Steel Challenge two years' ago. They are all crying their eyes out, and that is not something I am looking forward to. I have got the easy part, really. I know where my next meal is coming from, but Tracy will be stuck here with the kids and running the house."

"What I am doing is a sacrifice because I will miss my family, but, essentially, I am being very selfish. In two years' time, my eldest son will be very aware that I am going to be away for a long time and I have not really thought deeply enough about that yet. I think I will have misgivings right until the day we sail."

Capstick's other lasting anxiety is the prospect of recurring seasickness. He sailed for the first time last month and spent several hours hunched over the back of the boat, off the Isle of Wight. He is clinging to assurances from veterans of the last race that, when he gets his sea legs, the nausea will vanish.



Capstick surprised to be picked

"They do not gild the lily," he said. "They have told me it is like being on a roller-coaster. And it doesn't last for a couple of minutes. It goes on for weeks."

"I was really surprised when I was picked for this because I am very ordinary and this whole thing is extraordinary. It is the meeting of the two that is so interesting. You see some of the other people who want to do it — and I'm sure they thought the same about me — and you think, what the hell does he want to sail around the world for?"

## Breeze and drizzle make for interesting day on The Solent

# Weston and Clarke in collision before race

By BARRY PICKTHALL

IT WAS a day of splintered glass-fibre and tales of near-misses at Cowes yesterday as the wind gods provided just enough breeze, mixed with a veil of drizzle, to make life interesting for both competitors and spectators on The Solent.

The first incident took place even before racing had got underway, when Jonathan Clarke's Etchells 22 keelboat, *Naughty by Nature*, was involved in a T-bone collision with Mike Weston's Long White Cloud. Manoeuvring under the paraps of the Royal Yacht Squadron moments before the five-minute preparatory gun, the two crews failed to see each other within the 64-strong tightly-packed fleet, and the inevitable happened.

With a sickening crunch, Weston, sailing on port, the give-way tacks, sank his yacht's bow deep into *Naughty by*

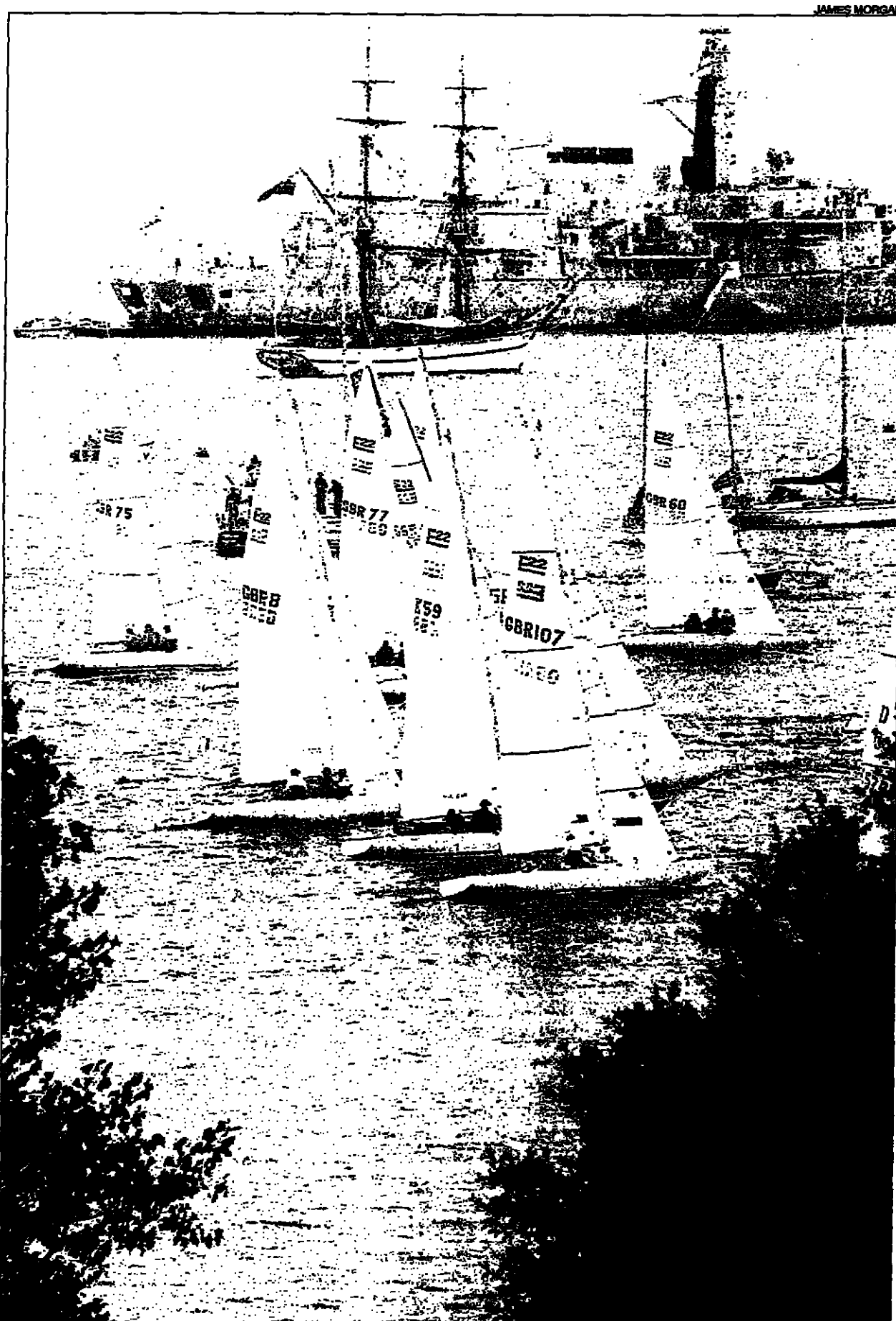
*Nature's* forward quarters. Mercifully, nobody was hurt, but when the two boats were finally prised apart with a judicious tug from a passing press boat, *Naughty's* crew was faced with the task of stemming a flood through a three-foot wide hole.

Another crew to take an early shower was Ciaran Foley's Irish team on *Storm Bird*. Their boat, the former *Dump Truck*, enjoys a chequered history, having been salvaged after running high and dry on rocks off the Northumberland coast while challenging for the lead during the Teesside British Isles race two years' ago.

Yesterday, she narrowly avoided a T-bone collision with Tony Pratt's former Italian 50-foot yacht, *Mandrake*, which lost six feet of her bows in a similar incident during the Champagne Mumm Admiral's Cup last year. *Mandrake* escaped this one unscathed, but, in taking sharp avoiding action at the last moment, *Storm Bird's* boom broke off from her mast, leaving Pratt and his crew no option but to head back to Cowes.

The crew on *Mandrake* went on to enjoy a close tussle with Graham Walker's rival 50-footer, *Indulgence*, steered for the past two days by Cathy Foster, Britain's Olympic 470 skipper at the 1984 Games. The two yachts were a minute apart at the eastern turning mark off Bembridge Ledge, but *Mandrake*, steered by Graham Deegan, slowly ground down the distance on the long spinnaker-reef leg back into the western Solent.

At the end of this 30-mile jaunt, the two yachts crossed the finishing line overlapped, and the race officials gave victory to *Indulgence* by a short head. But then came Chris Little's 41-footer, *Bounder of the Century*, a boat that had failed to shine for England in last week's Rolex Commodore's Cup, to steal their thunder. Little's crew, skippered by Mike Richardson, came home eight minutes later to claim the Bathsheba Trophy by little more than a minute on corrected time.



The Etchells 22 class, one of the most competitive fleets at Cowes, leaves The Solent at the start of yesterday's race

The emerging star of this year's Cowes Week is Mike Eaton, with his brand new Stephen Jones-designed 32-footer, *Quencher*. Eaton and his crew only took delivery of the yacht last Friday, but they have won all three class III races to date.

Another three-times winner this week is James Gresham's *Trader Jo*, which now dominates the Contessa 32 fleet. He shares a similar taste for victory with Peter Baines, whose *Wenda* also scored a third win yesterday within the fiercely competitive X One

class, which boasts the largest fleet at Cowes this year. Baines, whose 1964-vintage boat won the Captain's Trophy for the best points score two years ago, is now hot favourite to win it again.

David Knight and his crew on *Summer Pudding* also

continued their successful campaign in the Sigma 38 fleet, scoring a two-minute victory over Roger Kendrick's *Winds Will*. The Duke of Edinburgh, sailing on *Yeo-man XXVIII*, finished seven minutes behind to take sixth place within the class.

## Leading clubs set up rival league

By A CORRESPONDENT

SEVEN of the leading squash clubs in Britain have formed their own breakaway competition to replace the existing Premier League next season. The clubs, which will play in the World Squash League, will include the majority of the leading overseas players as well as the top British talent.

The decision to split from the Premier League, which has been run for the past nine years by the Squash Rackets Association (SRA), was taken after problems arose last season over the absence of leading overseas players and a breakdown in the continuity of fixtures. It was the absence of players such as the world No.1, Jansher Khan, and the leading Australian, who caused the clubs to become disillusioned.

The clubs involved are Leekes Wizards, of Cardiff, the Premier League champions, Manchester Northern, Walker Farmstead, Manchester, ICL Herts, Rackets Club of Essex, Lingfield of Surrey, and West Warwickshire.

The new league will scrap restrictions on payment to players, which had been imposed by the SRA. It has yet to find a leading sponsor, but the clubs are prepared to finance the venture themselves.

Robert Edwards, the manager of Leekes and director of the new league, said: "We were going nowhere. Some things had to be done or the league would have just faded away. I will be very disappointed if we do not attract virtually all of the world top 20 this season." The SRA will continue to administer the regional leagues.

England yesterday encountered the cutting edge of the rising Egyptian squash generation for the first time in the H-Tec world junior men's championship in Christchurch, New Zealand, losing their fifth-ranked player, Marcus Berrett, in one third-round match and escaping narrowly in another (Colin McQuillan writes).

Adam Toes, the No.2 seed, won convincingly enough 9-4, 9-3, 9-3 in 29 minutes against Bryan McDonald, of Australia. Chris Tomlinson put out Neil Dickson, of Scotland, 9-3, 9-2, 9-1 in 31 minutes and Marcus Cowie won 9-2, 9-3, 9-2 in 38 minutes against Ronnie Ahlstrom, of Sweden.

However, although Berrett started well against Ahmed Fayzi, the 15-year-old Egyptian third-stringer, he faded as Fayzi won 8-10, 9-7, 9-3, 9-0.

The England No.4, Iain Higgins, produced a stronger finish against Mohammed Abdel Salam, the sixth-ranked Egyptian, after losing control of the second and third games, to win 9-4, 5-9, 4-9, 9-1, 9-5 in 63 minutes. He may need sterner concentration in today's fourth round to deal with the rugged Jean-Michel Arcucci, of France, who yesterday removed the strongest remaining Pakistani, Akbar Khan. Tomlinson today faces the last of the Pakistanis in the 128-strong field. Konail Mehmoud, while Cowie plays Thierry Linou, another Frenchman, and Toes picks up the challenge of Fayzi.

In other fourth-round matches, Ahmed Barada, the top-seeded Egyptian, plays Mikko Monro, of Finland, and his compatriot, Omer El Borolossy, faces Kenneth Low, of Malaysia.

## British injury worries allayed

FROM JENNY MACARTHUR IN THE HAGUE

THE British show-jumping team had a nasty moment or two on the eve of the world championships here when Kelly Brown's horse, Alfredo, who had a minor foot injury ten days ago, failed to pass the first veterinary inspection.

Brown, the first woman rider to be selected since 1981, was visibly relieved when the 11-year-old gelding passed at the second attempt, enabling her to take up her place alongside John and Michael Whitaker and Nick Skelton.

These are one of the most open championships for years, and of the 20 teams competing, at least six — Great Britain, France (the defending champions), Germany, Holland, the United States and Switzerland — are well capable of winning the gold medal.

Ronnie Massarella, the team manager, who master-minded the most recent British win, in 1978, was in confident mood yesterday. "We've had the best preparation we've had for a long time — partly because we haven't been traipsing around Europe firing out the horses, as has happened in the past," he said.

His optimism was bolstered when all four team horses jumped well in the opening warm-up class, in which all the Britons except Brown, who wanted to complete the course, retired after the sixth fence. While the two Whitakers went slowly, Skelton was more attacking on Everest Dollar Girl taking a very tight short cut into fence No.6. "It just served to sharpen her up," Skelton said. "It's no good when you ride her slowly."

Skelton and Michael Whitaker are Britain's best hopes for an individual medal. Dollar Girl's last outing was in Luxembourg, where she was runner-up in the grand prix behind Franke Sloothaak, of Germany, riding Weihaaiwei, one of the favourites this week.

Michael Whitaker is the British rider the rest fear most. Ranked No.1 in the world, he has been in outstanding form on Everest Midnight Madness. In April, they were third in the World Cup. Last month, at Hickstead, they won their second King George V Gold Cup.

John Whitaker, who took silver in 1990 riding Milton, has made every effort to keep the 16-year-old Everest Gammoo in top condition and believes he has a good chance in the individual competition.

Other outstanding contenders include Eric Navet, of France, the defending champion, with Quilo de Baussy, the German Olympic champion Ludger Beerbaum, with Almoos Ratina — who had a refusal yesterday — and the Dutch holder of the World Cup, Jos Lansink, with Easy Jumper.

The championships start with the speed competition today. The scores are then carried forward to tomorrow's two-round Nations Cup contest, which decides the team medals. The 20 leading riders go on to the grand prix on Saturday night, from which the leading four qualify for Sunday's individual final, over a course designed by Jon Doney, of Britain.

## Multiple's adventurous choice all in a good cause

THE entry may be small for the Teesside British Isles and Ireland race but the competition promises to be close. Sixteen yachts will sail out of Cowes on Saturday at the start of the 1,900-mile trek, and among them will be *Multiple Challenge*, which promises to give everyone a run for his money.

The boat is raising money for the Multiple Sclerosis Society and it is the crew's second crack at the race. Last time, they raised £20,000 and, this year, they are on course to beat that. Of the 20-strong team, 17 have MS, with five of the eight crew for each stage being MS sufferers. Only Neale Gray, a veteran from the previous race, will sail each of the four stages because, he said: "I'm a glutton for punishment." Most of the

crew had never sailed before becoming involved in the project but all have been through intensive training. They have tried to simulate every eventuality, including staging a full air-sea rescue in the Solent just to see what it was like. Last time, they finished eighteenth of 28 and, this year, they are confident of doing better. As they are keen to point out, all donations will be gratefully accepted at: Multiple Challenge, 25 Effie Road, London SW6.

### Silly snappers

The departure of Sophie Rhys-Jones and Prince Edward has at last brought peace and quiet to Cowes. For three days, the royal family have had their every move recorded by the

### COWES DIARY

nation's photographers. Where one snapper snaps, every other snapper follows. On Monday night, they all camped out on the Squadron steps to catch the royal party on their way to the ball. Snaps secure, they all trudged into the night, their day's work finished. Or so they thought. Within minutes, word had spread that one had gone back for pictures of the royals leaving the ball and soon 14 fellow photographers were back at the Squadron with lenses at the ready. Three-and-a-half hours later, the Duke of Edinburgh emerged, blinking under the volley of flashguns, muttering: "You're all doty, quite doty."

### It's a dog's life

A yachtie may only be as good as his last race but his yacht is only worth its worst result. A duff boat is a duff boat and everybody knows it. Just ask Harold Cudmore. This week, he is racing on *Indulgence*, but a few years ago he was sailing *Silver Shamrock* in the Half-Ton Cup in Poole. *Silver Shamrock* proved to be a hopeless case — a dog, in yachtie parlance — to the extent his colleagues bought the boat a dog licence and painted a black nose on its bows.

The problem is that once everyone knows you have a dog on your hands, nobody is willing to buy it, which probably explains the forlorn

figure sailing slowly to the start line yesterday with the words "A dog is for life, not just for Cowes Week" emblazoned across his T-shirt.

### Scamp ahoy!

Things are looking up in the search for *Scamp*. The story so far: Barry Pickthall's 6ft leaking dinghy, *Scamp*, was stolen three days ago. But since its theft was reported to this column on Monday, eagle-eyed sailors have spotted it from Cowes to Cumberland and back, which proves one of two things: either the thief moves like lightning or the yachting world is home to more Scamps than anyone had previously imagined.

ALIX RAMSAY



## 43

CHANNEL 4

**CHANNEL 4**

**6.35 Banana Splits** (r) (#877154)  
**7.00 The Big Breakfast** (#7888)  
**9.00 Running the Halls** Teen comedy series (r). (Teletext) (#7893)  
**9.30 Baker Mike** From Mars. Cartoon (562052)  
**9.55 Saved By the Bell** (r) (Teletext) (5605203)  
**10.25 The Real World** (r) (s) (#974203)  
**10.50 Betty's Bunch** The story of a mother and her children (r) (5552116) **11.20 Tintin**. Animated adventures of Hergé's enduring hero (5719628)  
**11.50 Adventures of the Super Mario Brothers** (r) (5627796)  
**12.00 The Lone Ranger** (b/w). Vintage western series (98357) Followed by **Rhythmus 21**. Animation by Hans Richter  
**12.30 Sesame Street** (r) (21390), **1.30 Madeline**. Animated adventures of a little French girl (567703)  
**2.00 FILM: A Yank At Oxford** (1938, b/w) starring Robert Taylor and Maureen O'Sullivan. Romantic comedy about an arrogant American undergraduate. Directed by Jack Conway (952425)  
**3.45 Baby** D.A. Pennebaker's short about a child's visit to the zoo (2797338)  
**3.55 The Great Outdoors**. Includes a report on safety at activity centres (r). (Teletext) (s) (#658154)  
**4.30 Countdown** Another round of the words and numbers game. (Teletext) (s) (35)  
**5.00 Oprah** Goss. The guests are women who thought their child had died, but only to discover years later that they had been sold (r). (Teletext) (s) (9154512)  
**5.50 Hector Heathcote** Cartoon (9307956)  
**6.00 Mork and Mindy**. American comedy series (r) (28)  
**8.30 Boy Meets World** Comedy series about a boy growing up (80)



**The Wilkinson family tend their flock (8:30pm)**

**The Wildkron family tend their flock (8.30pm)**

**8.30** **CHOICE** **Short Stories: Lambs' Tales.** (Textext) (s) (4593)

**9.00** **CHOICE** **Witness: The Pope's Divisions** (Textext) (s) (1406)

**0.00** **MYPD Blue.** American police drama series (f). (Textext) (s) (4593)

**1.00** **Devil's Advocate.** An eight-part series begins with Darcus Howe grilling cricketer Imran Khan over his admission of ball tampering during the career (40626)

**1.45** **Best Frames: A Night With A Woman, A Day With Charlie.** A comedy drama, directed by Harry Bradbeer, about two friends, one successful, the other not, who meet after an absence of two years (783590)

**2.15am** **L A Law.** American courtroom drama series (s) (1360181)

**1.10** **Next Stop Hollywood: Peacemaker.** The story of a young man growing up in the 1950s. Starring James Van Der Beek, directed by Jonathan Sanger (568395). Ends at 1.40

\_\_\_\_\_

**BRavo**

12.00 *F.L.M. To Have and to Hold* (1963) A public sergeant became involved in a scandalous affair with a woman, resulting in death threats (5147241) 1.10pm *F.L.M. Home of Your Own Dreams* A young couple move to a new home (208701) 1.30pm *F.L.M. Worrying* (7202135) 2.00 *The Parade Family* (1956116) 2.30 *Get Street* (3114067) 3.00 *My Darling* (196701) 3.30 *My Darling Beverly Hills* (3111512) 4.00 *F.L.M. Father Came Too* (1963) Comedy about two brothers who are both in love with the same girl's overbearing father (1915087) 4.30 *Hogan's Heroes* (3115796) 5.30 *Edgar* (196701) 6.00 *My Darling Beverly Hills* (3115932) 6.30 *The Avengers* (1658964) 6.55 *Garry Shandling's Show* (3578241) 7.00 *My Darling Beverly Hills* (3115932) 7.30 *Taylor* is a mercenary bent on retrieving untold diamonds in the Congo (5827121) 7.55 *My Darling Beverly Hills* (3115932)

**UK LIVING**

8.00am *Apogee* Hugs (4241360) 9.00 *Living Magazine* Hugs (3613031) 9.30 *Days of Our Lives* (3614609) 9.55 *Muchach's Jaffrey's Fire* *California Country* (3609222) 10.55 *McMurray's Morning* (3009780) 11.00 *Now You See Us* (7055674) 12.00 *Times Travel* (3009780)

(7831609) 8.00  
(7584574) 8.30

[illegible]

unles (37357) 8.3  
s (36528) 9.00 D

**CARTOON NETWORK/TNT**

**Continuous cartoons from 6am to 7pm, then TNT films as below.**

**Theme Undercover Agents**

7:00pm Action of the Tiger (1957). Van Johnson & Lizabeth Scott; releases out of Atlantic (L3989628)

8:40 The Squiggles (1966). Spy spoof starring Rod Taylor (T0559609)

10:35 Adventures of Superman (1943) Second Season. Released by Turner with Robert Donat and Valerie Hobson (V7108348)

12:35am Rembrandt (1937). First World War.

ers (7915970) 5.30

3.40-5.00 Murder in the Air (1940) Ronald Reagan plays a secret agent (71418742)



GROWING PAINS  
FOR CHAMPIONS  
IN GYMNASTICS

# SPORT

WEDNESDAY AUGUST 3 1994

CRICKET 40

WHY WOMEN ARE  
VICTIMS OF  
THEIR OWN SUCCESS

## RFU dismisses coach Best hears worst from new regime

By DAVID HANDS, RUGBY CORRESPONDENT

RICHARD Best, the England rugby union coach, became the second notable casualty of the new management regime yesterday. Less than ten months before the third World Cup, Best was dismissed from his unpaid position and his duties will be subsumed into the managerial role occupied by Jack Rowell.

The official statement from the Rugby Football Union (RFU) suggests that Best, 39, was invited to stand down. Since he was looking forward to playing an active role in the World Cup campaign, that was never likely, but Best's demise was predictable — and by nobody more than himself — once the RFU agreed last March that Rowell was the man to succeed Geoff Cooke as team manager.

Rowell's coaching, combined with his sometimes ruthless business methods, have been prime factors behind Bath's rise to pre-eminence in English club rugby. Having moved to the national role, he was unlikely to forsake the virtues that have

Leicester stand-off half who remains as Rowell's lieutenant. Now Best follows Slemen — though the former Harlequins coach will have no national role to play in the coming season — as Rowell establishes the management team he believes will bring England success next year. It also begs the question of whether he feels surgery is also needed among the leading players.

"A full review has taken place of England's management structure in preparation for next year's World Cup," the RFU statement said. "It has been decided that Jack Rowell, the England manager, will assume a more direct 'hands-on' involvement in coaching the team and he will be assisted in this by Les Cusworth."

"In consequence, Dick Best will be standing down for the present but the RFU is very appreciative of the enormous contribution Dick has made to English rugby."

Best expresses no bitterness at his dismissal, though he is disappointed at both the timing and the management of it. "It would have been easier, when Mike Slemen went, to make a clean sweep but I don't feel hard done by," he said. "All my rugby career, it's been someone ringing up to see if I was available or to tell me I had been appointed to some position. Then comes the call to say: 'Thank you, it's time for a change.'"

"It'll be disappointing not to be involved in the build-up to the World Cup and the World Cup and I'll have to weigh up now what I'm going to do. I'll do the odd bit to keep my hand in and there's quite a bit of work lined up with different clubs."

Best coached England in 17 international matches, of which four were lost — two by a single point — and as assistant coach to the British Isles team in New Zealand last year. "There has always been pressure but I had that with Harlequins," Best said. "There's a tremendous buzz about being involved. I understand what Jack wants to do and it's just a shame he couldn't communicate with anyone about it. But I wish him and the team all the best."

Best will be subject to various offers of employment, paid and unpaid, though he foresees a rapidly approaching clash between the interests of the national side and those of the leading clubs. "Professional administrators have had a licence to criticise the structure of the national game," he said. How Rowell, who met leading club coaches in June, deals with the clash of interests may provide the key to success or failure next year.

South Africans win, page 39



Best: no bitterness

brought him and the West Country club international recognition. He always insisted that he inherited the players and the itinerary that made up England's summer tour in South Africa but that gave him the chance of a closer look at the existing management set-up — once, after the disappointing defeat by Natal, he took over the coaching — before asking for change.

Best, who succeeded Roger Urry after the 1991 World Cup and enjoyed grand-slam success in his first season, was always a likely victim. "The moment Jack was appointed I knew he probably would want to coach," Best, who works for a rugby travel company in Twickenham, said. "The RFU gave him enough slack to be able to do that."

It was no more than a week from Rowell's appointment that the first coaching change was made. Mike Slemen, the assistant England coach, stepped down to the A team and he was replaced by Les Cusworth, the former



Wessels, the South Africa captain, winces as he exercises his damaged right arm during his team's net practice at Headingley yesterday

## Gooch restored to opening role for Headingley Test

By ALAN LEE, CRICKET CORRESPONDENT

GRAHAM Gooch is to revert to his natural place at No 1 and Graeme Hick will bat at three as England comprehensively revamp their batting order for the second Cornhill Test match against South Africa, which starts at Headingley tomorrow. The loser, within a reorganisation drastic enough to emphasise England's regression this season, is Alec Stewart.

After nine Tests as Michael Atherton's opening partner, he drops down to No 5 and will not be happy about it. It is hard on Stewart, but as Raymond Illingworth, the chairman of selectors, restated yesterday: "Graham Gooch is the best opener in the world."

Hick owes his promotion to the belief that he bats better when he gets in early and to the increasingly urgent need to discover if he is ever going to play the big innings required at this level.

John Crawley, who was out twice in single figures at Lord's when making his debut at No 3, will now bat at six instead of Craig White, who was yesterday ruled out of cricket for the remainder of the season after X-rays revealed a double stress fracture of his left shin.

White has seldom been without pain when bowling this season and said he could barely walk during Yorkshire's latest game, at Durham. The decision to send him to hospital was taken by the England physiotherapist.

Dave Roberts, and the medical advice is for complete rest. England are not summoning a replacement for White, who would have been omitted from the final eleven anyway, and South Africa are also confident of avoiding late changes. Kepler Wessels, promising he would defy a suspected hairline fracture of his left arm to lead the side. "It's time to bite the bullet again," he said yesterday.

England, too, will have a left-hander at No 4, perhaps not before time. Graham Thorpe has found his absence, since the West Indies tour, difficult to bear. "I felt I had made considerable progress in the Caribbean," he said. "I had a poor start when I was a little bit naive in the way I played, but you have to keep jumping over hurdles in this game and the advances I made were mainly mental. I learnt to believe in myself."

On the face of it, this has never been a problem for this week's other prodigal, Philip Tufnell. Self-belief courses through him — or so it appears. In fact, Tufnell's rampant insecurities have several times threatened his career and Illingworth was last night intent on assuring him that he can be humoured no longer. His next misdemeanour will be his last.

Feet splayed, arms crossed, cap pulled down over his eyes, Tufnell's response to all questioning yesterday was insouciant. His defences were raised, as well they might be, but he claimed: "My life's back to normal... in fact, it's never

been abnormal." Considering he has been convicted of assaulting a former girlfriend, who subsequently made further serious allegations in print while Tufnell himself took a month away from the game with even his county career in jeopardy, this is a novel idea of normality.

Tufnell, however, has never courted convention. When you have been expelled from school, worn a ponytail at Lord's and offered tantrums on many of the world's most noble grounds, maybe even

like his predecessor, Ted Dexter, is said to be concerned about his unshaven appearance of some of his players, Tufnell will be a challenge to him.

He not only likes to wear a growth of stubble, he also likes a cigarette in one hand and a drink in the other at every opportunity. He recalled yesterday that he had played only twice before at Headingley, but did not mention the time in 1988 when he was sent home after falling asleep while acting as twelfth man for Middlesex.

His ability is not in question. In the West Indies, he was England's most consistent bowler and ought to have played in the Test side long before Barbados, where he played a crucial role in the victory by applying pressure through accuracy. He bristles at the suggestion that this is how he operates best — "I'm a good bowler on bad wickets, too," — as much as he resents criticism of his aggressive nature. "Cricket is an aggressive game, isn't it?"

How Tufnell channels that aggression will be critical over the coming five days, not only to England's prospects of winning on what Illingworth believes will be a slow pitch, but to his own destiny. It will make for compulsory viewing, and, after all that has happened since Lord's, it is already a triumph for Atherton that he has made the one selection that could divert attention away from himself.

Poor relations, page 40

## Samways moves to Everton for £2.2m

VINNY Samways, the Tottenham Hotspur midfielder, finally joined Everton yesterday in a £2.2 million move from White Hart Lane. Samways had long been a target for the Everton manager, Mike Walker, but earlier, lower bids for him during the summer had been turned down and there was even a delay yesterday before Samways completed his negotiations with Everton at Goodison Park.

The announcement of the move was postponed for four hours until Peter Johnson, the new Everton chairman, had spoken with Alan Sugar, his Tottenham counterpart, to clear what he described as a "hitch" to the

move taking place. Finally, the problem solved, Samways, 25, who requested a transfer last month, agreed personal terms.

Harry Redknapp, the West Ham United assistant manager, was last night linked with a return to his former club, Bournemouth, as manager, replacing Tony Pulis, who has been in the job for the last two seasons. Redknapp led Bournemouth into the first time in 1987 during his eight years in charge at Dean Court.

Terry Yorath, the former Wales manager, has dropped his law suit claiming unfair dismissal against the Football Association of Wales.

## RWANDA APPEAL:

Children in Rwanda  
Need Your Help Now!

A donation today can help provide basic medical services, distribute food and provide other emergency supplies. Please give what you can now to save lives in Rwanda. Thank you.

Please use the coupon or telephone

081 201 7575 now (24 hours, credit cards only).

Save the Children is participating in the DEC's Rwanda Emergency Appeal.

I want to help. Yes, please accept my donation of £

Name Mr/Ms/Ms (PLEASE PRINT NAME)

Address

Postcode

I enclose my: Cash ☐ Postal Order ☐ Cheque ☐ Giro No. 5173000 ☐ CAV ☐

Or charge my: Access ☐ Visa ☐ Others Club ☐ American Express ☐ CAP ☐

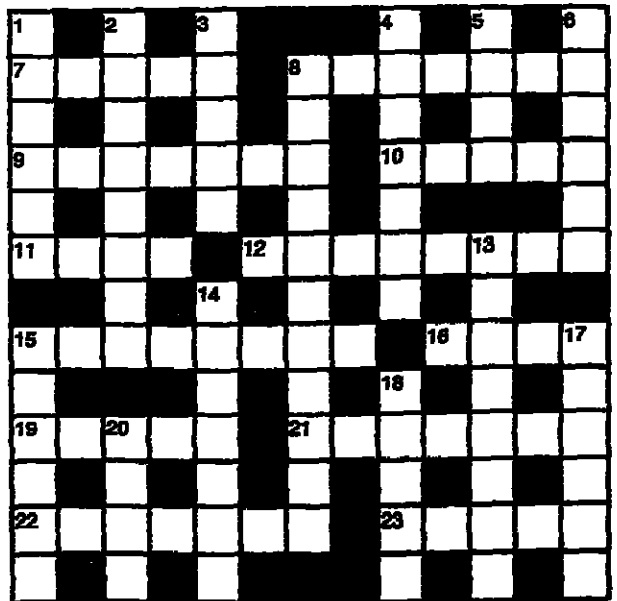
Account No.

Signature (Must match name)

Card Expiry Date

Thank you Save the Children

Registered Charity No. 232868. Please return to Dept 407052, Save the Children, FREEPOST, London SE5 8BQ.



FINE ATLASES FROM TIMES BOOKS (Hardbacks)  
The Times Atlas of the World: 9th Comprehensive Edition £87.50, Concise Edition £37.50, Family Edition £16.99, Compact Edition £8.74 — Mini Edition £5.74. The Times Atlas of World History £42. The Times Atlas of World Exploration £27. The Times Atlas & Encyclopedia of the Sea £29.50. The Times Atlas of the Bible £27. Concise Edn £10.99. The Times Atlas of Archaeology £37. The Times London History Atlas £23.99. Prices include P&P (UK) Cheques payable to A&W Ltd, 51 Manor Lane, London SE13 5QW. Tel 081-852 4575 (24hrs)

## TIMES TWO CROSSWORD

No 231

## ACROSS

- 1 Feather; pride (oneself) (5)
- 8 Poster (7)
- 9 Improve appearance, function (6)
- 10 Swedish port (5)
- 11 Curved piece for catching with (4)
- 12 Advocate of women's rights (8)
- 15 Remove complications (8)
- 16 Solemn agreement (4)
- 19 Garden songbird (5)
- 21 Prevented from happening (7)
- 22 Not yet captured (2,5)
- 23 Crucial (5)

## DOWN

- 1 Address (6)
- 2 Fungus; spread rapidly (8)
- 3 Deceptive play (5)
- 4 Girl serving in pub (7)
- 5 Become boring (4)
- 6 Dextrous (6)
- 8 Doodle (5,2,4)
- 13 Nervous, upset (2,1,5)
- 14 Full; attended by all members (7)
- 15 Story in instalments (6)
- 17 Slightly drunk (6)
- 18 Weighty (5)
- 20 Cheat of payment (4)

## SOLUTION TO NO 230

ACROSS: 1 Stop the rot 9 Armband 10 Cluck 11 Tote 12 Ointment 14 Beyond 15 Impale 18 Allowing 20 2001 22 Cater 24 Waybill 24 Easy Street

DOWN: 2 Tray 3 Fidget 4 Hecatombs 5 Rouge 6 Take the field 7 Carne blanche 8 Smutty 13 Unaware 16 Adonis 17 Answer 19 Lotus 21 Pyre

This position is from the game *Turner - Mousousis*. Oakham 1992. White's two big trumps in this position are the passed a-pawn and the weakness of Black's back rank. How did White make the most of these with a powerful forcing sequence?

Solution, page 39

Raymond Keene, page 6

## By Philip Howard

## BOUDIN

- a. A holder for flowers
- b. An ornamental plaster pattern
- c. Black pudding

## DIGBY

- a. A pretentious fool
- b. A tie knot
- c. A dried herring

## THAUMATROPE

- a. The marguerite
- b. A conjurer
- c. An optical illusion

## TWANKAY

- a. Green tea
- b. A ukulele
- c. A Chinese porter

Answers on page 39